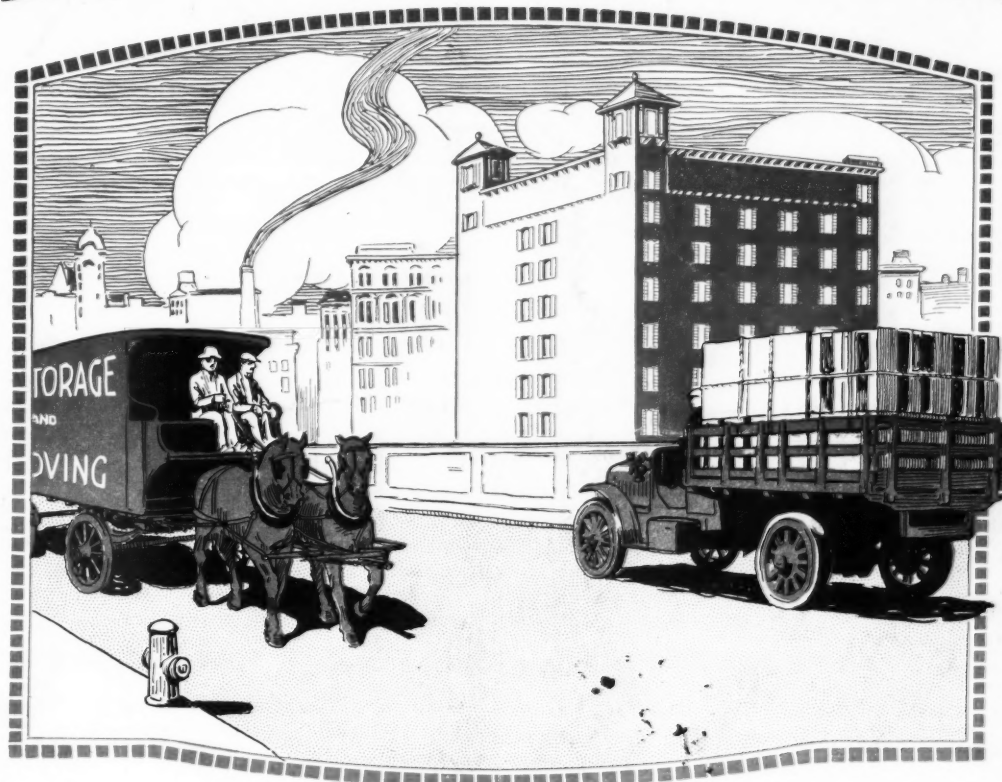


Vol. XVI No. 1

New York, N. Y.

January, 1917

TRANSFER and STORAGE



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Development of Cold Storage for Furs
and Fabrics
by *Walter C. Reid*

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No. 15—Boston, Mass.

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New Association Organized at San Antonio

Truckman Traces Stolen Goods where Police Fail

Cincinnati Debating Lights for all Vehicles

Annual Meeting of the New York Furniture
Warehousemen's Association

The Trailer for Inter-City Moving

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Goods Transported

War Department Grants Permit for Vehicle
Tunnel Under Hudson River

Auburn Boycott Case in Appellate Court

Canadian Demurrage Charges Are Settled

Cartage Problem Serious in Detroit



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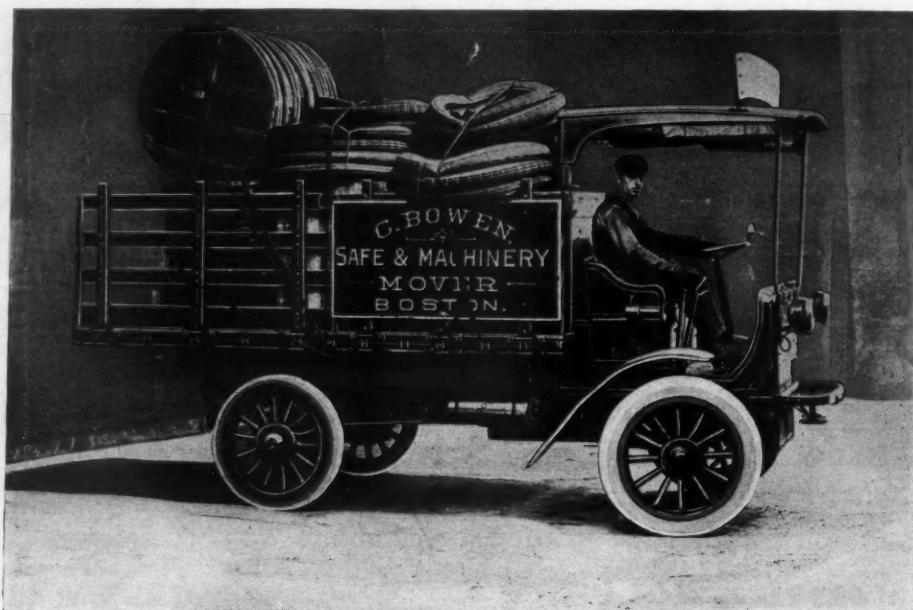
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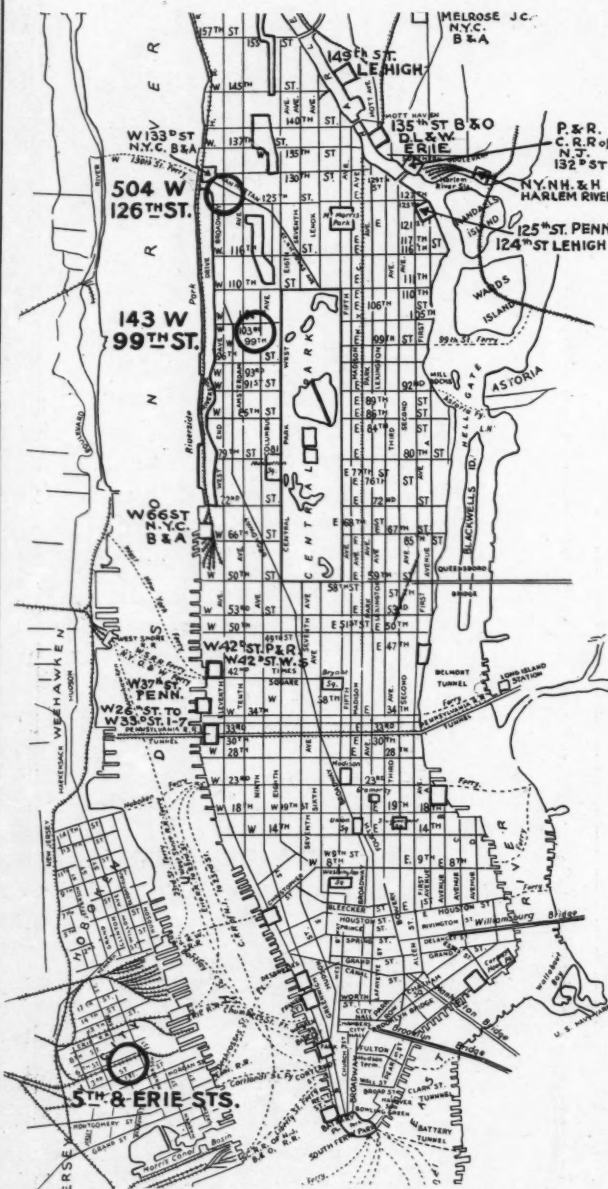
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TRANSFER and STORAGE



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No. 1

The War Department has granted a permit for the proposed tunnel for vehicular traffic between New York City and New Jersey and it remains only for the freeholders of Essex County, N. J., to consent to carry their proper share of the cost, for the project to become a surety. From the first this proposition has been a New Jersey one. The Hudson County Team Owners' Association of Jersey City has been the prime mover in its advocacy. Very likely the main reason back of the desire for a tunnel is the tremendous express business that travels on wagons and motor trucks between New York and New Jersey points via the Hudson River ferries. Part of this express business, and a large part of it, is railroad shipments eastbound, in less than carload lots, and shipments that are intended for New Jersey business houses which are delivered by rail or steamer in New York.

* * *

Such a tunnel as is planned would be a big boon for New Jersey and for New Jersey trucking firms. From the lack of support that the project has had from New York operators in the transfer business, however, it is evident that they are not particularly interested or are apathetic. Even having a tunnel, it will not be possible for New Jersey transfermen to invade the New York teaming market, and it will be fully as easy for a New York team owner to cart goods into New Jersey as it would be for a New Jersey team owner to bring goods into New York. Either way the possible disadvantage of increased teaming competition between New York and New Jersey will be split on an equal basis, and all that remains to be considered are the advantages that will accrue to both sides from such a tunnel.

* * *

Eleven million dollars is a lot of money, even when you have it. That is what the tunnel will cost. The team owners of New York and New Jersey are paying out more than the interest on that amount now in ferry charges. If the tunnel becomes a reality the ferries will be done away with, and there will be no further delays in waiting for boats, weighing in or measuring in, no lost time in fogs or bad weather. The use of motor trucks in the freight haulage business will take another

jump, as it will be more practical to use them with the tunnel. Horses can always rest on a ferry, but a tunnel at the location proposed will be a long thoroughfare.

* * *

There will be the difficulty of keeping pure air in the tunnel, and it may be that horses will be barred from its use. That would be no disadvantage to the teaming business of New York or New Jersey as far as the business itself is concerned, although the barring of horses would probably raise a protest from some of the old-time horse lovers in the teaming fraternity. But what matters the method of doing the hauling as long as the business consists in moving goods? Gasoline trucks might even be barred from such a tunnel. Gasoline trucks with exhaust vapors are not first class machinery where the ventilation is not good. That would leave only electrics as tunnel freight carriers. Small electric locomotives hauling trailers which could be attached to horse vehicles or gasoline trucks at the tunnel ends would be the only possibility, for electric trucks themselves would hardly have the mileage to do the work that would be required beyond the tunnel mouths.

* * *

There is one possible effect of such a tunnel as this upon the freight cartage business that we have not considered. Much of the freight shipped to and from New York westward bound would probably be carted to New Jersey and loaded into cars on the tracks of the carrying road, instead of into cars on lighters in New York. This would greatly simplify the terminal problem that confronts New York, and would greatly relieve the congestion along New York's waterfront, releasing more space for ocean carriers. For a time New York team owners would have the bulk of this business to handle as they do now, but gradually it would drift to concerns located in New Jersey near the freight yards. The old rule of morning delivery and afternoon receipt by the railroads would still hold. Consequently a vehicle coming over from New Jersey in the morning could bring over a load, pick up a load for shipment at a branch in New York, and thus run both ways fully loaded, the ideal of any vehicle. Either one way or the other, a New York team

owner's wagons engaged in this kind of work would have to make one empty trip during the day. Therefore New Jersey operators could do it cheaper, and only the steamship business and local business of eastern roads terminating in New York City would be left for New York team owners.

* * *

S. J. Westheimer, the new president of the Southern Furniture Warehousemen's Association, was elected only a month ago, but he is already on the job and has organized a transfer and storagemen's association at San Antonio, Tex. This is a new big unit in the Southern Association, and in national association affairs a new unit that will be welcomed. We hope that the San Antonio organization has as successful a life as its neighbor at Houston is enjoying. If there were a big federation of transfer and storagemen's associations such as we outlined in our November issue it could put another plate on the banquet table for the delegate from San Antonio.

* * *

One of the representative furniture warehousemen of New York City recently remarked that he could get along entirely to his satisfaction without the intercity business in household goods, saying that this brought so much trouble in its trail that he would rather not have it. He complained of the poor packing and poor crating as done by warehouse brethren, particularly in the West, blamed lax shipping directions and poor credit for much of the dissatisfaction arising out of this business, stated that where the money should have been collected at the shipping end it was left to the receiving warehouse, whereas the goods themselves would not always be worth the amount of the bill and the owners of the furniture would be slow pay, and said that much of this business is an imposition on the receiving warehouse.

* * *

The whole fault in this business, or rather the greatest fault, is in the difficulty of securing good packers. A packer's job isn't a half bad position. A good packer ought to get from \$20 to \$25 a week, which is a fairly good salary even at the beginning of 1917. Apprenticeship is necessary in learning packing as it is in learning the blacksmith trade. One of our brethren from Pittsburgh (by name James F. Keenan) some time ago brought up the question as to whether or not it would be advantageous to educate warehouse employees from boyhood up. It seems as though the application of this method would be the only means of securing competent furniture packers.

* * *

There must be trade schools where carpentry is taught. Why could not some warehousemen's association estab-

lish, and if necessary endow, a course in packing and crating household goods where a young man could learn the business cheaply and under efficient guidance? Or, would it not be advisable to take in a young man as assistant in the packing room and see to it that he became a competent packer of furniture? Perhaps the school method would be better after all, for it would be safer to take a man after he had learned to be a packer and had learned the trade of his own choosing, having set his mind on following that line of work as a life occupation. Too often the young fellow taken into the warehouse as an apprentice would find out later in life that he didn't care to be a packer after all. Then, too, the employer's time would be taken in instructing the beginner, who would receive his instruction under the school system at the hands of a teacher who understood the business and was himself a competent packer.

* * *

Are we approaching that stage in our career as employers and employees when striking for an increase in pay will no longer be necessary? It is almost too much to hope for. Unionization and striking for increased wages will some day, perhaps, be antique methods. A strike for increased pay is often an unjust way of obtaining a wage. As employer and employee, capital and labor, come to understand each other better it will not be necessary for the employee to enforce his demands for more of the root of all evil wherewith to buy himself the necessities, and what are becoming necessities of life, such as Fords. On the other hand, the wiser employers are realizing more and more that to get the best out of their men the men must be satisfied with what they are getting for the work they are delivering.

* * *

Thus, when the modern employer can see his way clear to do so, he will voluntarily advance the wages of his men. When he cannot grant an advance, a strike to enforce that advance is wrong and unjust. Very often a strike for higher wages brings about an advance in the price of the retailed article. Would it not be better if the advance in price could be made and the wage increase apportioned out before the strike could occur? Money would actually be saved to the public as well as to the employers. But such a course almost brings us to the point of combination or agreement on prices in such a business as the transfer and storage business. And price agreement is *verboden*, as they say in efficient Germany. But suppose a transferman wished to increase the pay of his men and consequently raised his prices. Sufficient advertising and publicity previous to the increase as to the object of the increase would not create ill will of the public towards him, rather the contrary. His men would stick with him and plug to see that he got all the business he could carry, provided they really deserved the increase.

These are only some of the thoughts that are brought to the surface by the difference between the news from Los Angeles and from other cities this month. In San Francisco, Albany and even in New York City drivers and helpers and chauffeurs' strikes are talked about, while from that almost ultra-progressive city in Southern California comes the news that the drivers, helpers and chauffeurs of the nine biggest transfer companies in the city received a 10 per cent. bonus at Christmas time and a wage increase for the coming year. This was said to be purely voluntary on the part of the employers in the business in Los Angeles.

* * *

That same old bugaboo or blessing, whichever it is—public utility control—is up again. In 1915, we believe it was, Minnesota warehousemen voluntarily put themselves under public utility control. Since then nothing either detrimental or the reverse of the system has been heard from Minnesota. During 1916 there was no further progress of State control. Illinois, Minnesota and California have it. In the first two States the household warehouses are under utility control. In California only the merchandise warehouse is affected.

* * *

Protests against utility control continue to be heard from the household goods warehousemen of Illinois. At a meeting last fall the Illinois Furniture Warehousemen's Association voted against public utility control, the vote being 14 against and 13 for of the active membership, and 8 against with 2 for of the associate membership. The principal cause of protest from the Illinois active members is the voluminous report that the commission demands once a year from the warehousemen. The biggest advantage of public utility control is the standardization of rates. Under utility control the warehouseman can tell a customer that the rates quoted are those filed with the commission by all the warehouses. The customer sees the uselessness of getting competitive bids and then and there closes the deal for storage. This looks like good business to us, and as we said before, the difference between Minnesota and Illinois is that in the former State the warehousemen themselves helped to frame the law, while in Illinois there is no co-operation between the commission and the warehousemen.

Protest on Pennsy's Freight Delivery

The Philadelphia Team Owners' Protective Association has filed complaint with the Pennsylvania Public Service Commission against the Pennsylvania Railroad Co., alleging that its method of delivering package freight at the Philadelphia stations is inadequate.

New Association at San Antonio

Representatives to the number of twenty from the ten leading transfer and storage firms of San Antonio, Tex., met at the office of Rips Transfer & Storage Co. in that city on December 18, and under the leadership of S. J. Westheimer of the Westheimer Warehouse Co. of Houston, who is president of the Southern Furniture Warehousemen's Association, organized the San Antonio Transfer & Storagemen's Association.

The following are the officers of the new association: President, H. C. Rips, of Rips Transfer & Storage Co.; vice-president, August Muegge, of Muegge's Transfer; and secretary and treasurer, C. C. Williams, of the Scobey Fireproof Storage Co. After the electing of officers the gathering adjourned to meet again at the call of the officers for the purpose of adopting a constitution and by-laws.

Permit for Vehicle Tunnel under Hudson River

The United States War Department has issued a permit to the New Jersey Interstate Bridge and Tunnel Commission to build a tunnel from about the foot of Canal street, New York City, beneath the Hudson River, to Thirteenth street, Jersey City, to be used for vehicular traffic between the two States. The scheme is one which has been on foot for some time, to build twin tubes of the same type as the Hudson & Manhattan R. R. tunnels, to carry vehicle traffic exclusively. The estimated cost of the tunnel is \$11,000,000. The consent of three New Jersey counties is necessary, and two have already agreed. The permit requires that the tunnel shall be located at least fifty feet below mean low water.

Women as Teamsters

Women have been employed as teamsters in Warren County, Pa., this year and have been earning \$2 a day, says the bulletin of the State Department of Agriculture. The information came in a report on general conditions in that county which sets forth that the women did satisfactory work and were kind and considerate of the animals. The employment of the women was due to scarcity of men on farms and in general work.

Wage Increase Xmas Gift to L. A. Draymen

The Christmas present for the draymen and truckmen of Los Angeles, that will be a lasting one and one which they will enjoy during all of 1917, was announced on December 25 following the meeting of the officers of the largest truckage and draying firms in the city.

It was stated that commencing January 1, all truck drivers and draymen and transfer men will receive an increase of 10 per cent. in their wages. This increase in wages will affect more than 400 teamsters and truck

drivers employed by the nine large firms which were represented at the conference.

The increase, when figured down, will mean about 25 cents a day more in the pay envelopes of the teamsters. It was stated that the increase in wages was voted without the knowledge of the men, and that it was intended entirely as a Christmas surprise for them.

The firms that were represented at the conference and which voted to raise the pay of the teamsters and truck drivers 10 per cent. were given out to-day by H. B. Safford of the California Truck Co. as follows: California Truck Co., Pioneer Truck & Transfer Co., Citizens' Truck & Transfer Co., Merchants' Truck Co., Star Truck Co., Paul Kent Truck Co., Shattuck & Nimmo Truck & Warehouse Co. and the Los Angeles Transfer Co.

Auburn Boycott Case in Appellate Court

The appeal of William Wardell and others, as officials of the Teamsters' Union No. 679, of Auburn, N. Y., from a decision of former Supreme Court Justice Sutherland granting an injunction to the Auburn Draying Co. restraining the union from interfering with the business of the company was argued recently before the Appellate Division. The case involves the right of a labor union to declare a boycott. The Auburn Draying Co. is engaged in trucking and hauling merchandise. It employs about forty-five men. It is claimed by the company that because of an unsuccessful attempt on the part of the Teamsters' Union to unionize these men, during which the company remained neutral, an organized system of boycotting was begun which resulted in a great loss to the company.

The matter was taken into court and argued before Justice Sutherland. After a lengthy argument Justice Sutherland granted an injunction restraining the union officials from conspiring with other unions to prevent the proper administration of the plaintiff's business. It was charged that a city-wide boycott was instigated by the officials of the Teamsters' Union. Justice Sutherland signed his decree on November 3, 1915. Frederick A. Mohr, of Auburn, represented the appellants in argument before the Appellate Division. John Taber, of Auburn, and George B. Turner, of New York, represented the plaintiff-respondent.

Oats Make Horses Lame

The S. P. C. A. has started a campaign in New York City against azoturia, a disease of horses which is the result of eating too many oats. A horse afflicted with azoturia loses control of his hind legs. The propaganda against this disease is assisted by many horses that are drawing wagons decorated with such warnings as "Save Your Horses! Cut Down Their Oats!"

Truckman As a Detective

Detective work performed by William H. Rankin, a truckman, of 124 West Twentieth street, New York City, who, on October 20, had a truck containing velours and velvets worth \$4,000 stolen from him, resulted on December 20 in the indictment of six men on charges of grand larceny. All were arrested within a few hours of the filing of the indictment and were held without bail by Judge Nott, in General Sessions, for pleading.

The method of tracing the stolen merchandise through empty packing cases was thought out by Mr. Rankin, when the police had failed to make any arrests. He visited every barrel and second-hand box-yard in Manhattan, and was half-way through Brooklyn when, in the yard of Robert Abel, on North First street, in that borough, he found two of the cases which had been stolen from his truck. Abel remembered the truckman who had sold them to him. Following his clue, Rankin soon found all the alleged confederates.

The men arrested described themselves as Benjamin Berman, dry-goods merchant, of 56 Moore street, Brooklyn; Louis M. Green, jobber, of 1270 Broadway; Samuel R. Greenberg, salesman, of 820 Hunt's Point Road, The Bronx; Harry Browarnik, truckman, of 217 South Third street, Brooklyn; David Fine, salesman, of 567 Powell street, Brooklyn, and Morris Levussove, salesman, of 15 Attorney street.

Canadian Demurrage Charges are Settled

The Railway Commission of Canada has issued the new terms of the order regarding demurrage charges on Canadian railways. The amended order will go into effect on January 1 and remain in force until April 30, 1917. The shippers and railway companies have already agreed on the new demurrage charges, which are: For the first day, \$1; for the second day, \$1; for the third day, \$3; for the fourth and each succeeding day, \$5.

The ordinary charges were \$1 a day, and the Railway Commission, in making the new order, point out that the settlement is but temporary. The commissioners add: "It was agreed to by the shippers not because the railways were entitled to any increased demurrage, not because the railways were not themselves in large part responsible for delays in transportation owing to lack of motive power and cars, but because it was felt that the increased demurrage fee was the only practical way in which a real public emergency resulting from shortage of cars could be in some degree relieved."

The commission has followed the action of the Interstate Commerce Commission, except that whereas the United States body fixed \$2 as the second day's charge, the Canadian commission kept the charge to \$1, actually giving 3 days at the former rates.

Development of Cold Storage for Furs and Fabrics

The following article on "The Rise and Development of Cold Storage for Furs and Fabrics" appeared in the November number of "Ice and Refrigeration." It is by Walter C. Reid, general manager for the Lincoln Safe Deposit Co., New York City, who is one of the pioneers in this branch of the storage business. "Ice and Refrigeration" prefaces Mr. Reid's article with these remarks: "The cold storage of furs and fabrics at first carried on in a desultory way by warehousemen, has become an industry of no small extent. More than 100 establishments, specially equipped with refrigerating machinery, are engaged in the storage of furs, tapestries, etc., under refrigeration. The value of the goods of this character sent to cold storage each year has been estimated at well over \$150,000,000." Mr. Reid's article will be of interest not only to those among household goods and merchandise storage warehousemen who already have cold storage plants in connection with their warehouses but also to those who are considering expansion into this lucrative sideline. Mr. Reid's article follows:

Furs and woolen goods have no doubt been stored in cold storage plants in this country from the earliest days of the cold storage industry. Trunks of clothing were stored with cased goods and a few garments were hung in cold rooms with other goods. Ice was used in summer in some instances by large furriers, and the writer recalls seeing many years ago quantities of ice being placed in the cellar of the Ruzsits Fur Co., New York, but just how it was used he is not aware.

Yearly Damage by Insects Is Great

Millions upon millions of dollars' worth of valuable furs and tapestries are destroyed each year by the clothes moth, the buffalo beetle and other insects. It was therefore only a question of time before the attention of cold storage men would be called to the necessity for the protection of such property with the means immediately at their hands.

Thirty years ago tobacco, camphor, pepper, cedar shavings and cedar wood chests and closets were relied upon for protection from moth. If, however, the goods with which these were used had already been visited by the moth and eggs deposited, the eggs hatching, the moth worm would proceed to business regardless of the odoriferous preparations that might be sprinkled around or receptacles that might be used.

The Worch process was somewhat of an improvement. This consisted in placing the goods in retorts from which the air was exhausted and other gas substituted. This process was believed to kill all insect life. The piece treated was afterwards sealed up in a hermetically sealed

paper package. The process was not always successful. The writer has opened packages of fur rugs treated in this way and found little left but the hide.

The naphtha process had, and still has, quite a vogue for tapestries, rugs and clothing and even pieces of furniture, the furniture being saturated with naphtha and the other goods being placed in tanks of that liquid. This process certainly killed any moth eggs or worms that might be in the goods and the naphtha quickly evaporated. While this process had the apparent effect of brightening the colors there is no doubt that the naphtha absorbed some of the natural oils of the fibre and of course frequent naphtha baths would therefore not be beneficial.

Importance of Cold Only Lately Recognized

Perhaps the first cold storage house to handle furs and fur garments extensively, putting out special advertising to secure this business, was the Terminal Warehouse Co., of New York. About 1890 the manager of their cold storage department, a Mr. Conklin, who had been a furrier, set apart special rooms for this class of storage, and considering the location of the plant, on the waterfront, the company did quite a business.

The attention of other houses was attracted to this feature, but no special effort was made to take it up extensively until 1895, when inquiries began to come in to Dr. Howard, chief of the Bureau of Entomology, U. S. Department of Agriculture, for information as to characteristics of the little pests, the temperature that should be applied to kill them, etc. He had little or no information on the subject. That a certain degree of cold would result in inactivity on the part of these insects was a foregone conclusion. What degree of temperature was required to destroy them was not known. Some houses to "make a sure thing of it" were carrying these goods at a very low temperature. One house was found to be carrying these goods at a temperature of eighteen degrees F. for a week or more and subsequently storing them at twenty-four degrees F.

Need of Experimentation Seen

Inquiries coming from all over, Dr. Howard decided in 1896 that the subject warranted experiment. At this juncture he received a call from Albert M. Read, manager of the American Security and Trust Co. warehouses at Washington, now president of its successor, the Security Storage Co., who had come to consult him about certain insects found in stored woollens, and who he found had already begun a series of experiments in this direction.

Mr. Read's company had installed a special cold storage plant for furs and fabrics, the first of its kind, where these goods were systematically treated, in 1894. Mr. Read placed at Dr. Howard's disposal a well equipped cold storage experimental closet which he had constructed for his own work, and further made, himself, careful observations with daily notes upon different species that were furnished him. The first report on these experiments was made at the convention of the American Warehousemen's Association held at Boston in 1896 by Mr. Henshaw of the Boston Society of Natural History. At the completion of Mr. Read's experiments some time later a complete report in pamphlet form was issued by the department.

Government Bulletin Discusses Moths

A bulletin has been issued within the year (Farmers Bulletin No. 659) by the U. S. Department of Agriculture, containing a study of "The True Clothes Moths," by C. A. Marlatt, entomologist and acting chief of the Bureau of Entomology, which contains a discussion of the remedies and best methods of protection against the ravages of moths. The conclusion arrived at is that the best method of protection against these insects is cold storage.

In this bulletin the experiments of Mr. Read, which extended over a period of 2 years, are referred to. These experiments demonstrated that a temperature maintained at forty degrees F. renders the larvae, or other stages of these insects, dormant. The larvae, however, are able to stand a steady temperature as low as eighteen degrees F. without apparently experiencing any ill results. Mr. Read's experiments show that while a temperature kept uniformly at eighteen degrees F. will not destroy the larvae of the clothes moth, or of the black carpet beetle, an alternation of a low temperature with a comparatively high one invariably results in the death of the larvae of these two insects.

If larvae of either, which have been kept at a temperature of eighteen degrees F. are removed to a temperature of forty degrees to fifty degrees F., they will become slightly active and when returned to the lower temperature and kept there for a little time will not revive upon the retransfer to the warmer temperature. It is claimed that the maintenance of a temperature lower than forty-two degrees F. is needless and a wasteful expense. The writer has found the maintenance of a temperature from twenty-five degrees to thirty-five degrees F. most satisfactory.

How Beetles Were Forced from Skins

He recalls several interesting experiences as to the effects of change of temperature. At one time a bale of German badger skins was received, which, unknown to him, was filled with beetles. It was noticed each morning before the starting up of the machinery that

a number of these beetles would be on the floor about a foot away from the bale. These were swept up and burned. As soon as the temperature dropped these beetles stopped in their tracks. While the room was cold, no doubt those remaining in the bale worked toward the center of the same, coming out when the temperature was raised. This bale was delivered in the autumn and the owner stated it was entirely free from beetles at delivery.

On another occasion a fur opera cloak was delivered to a department store that had rented space, and a complaint was received that a new form of worm appeared to be prevalent in our cold storage rooms. Investigation developed that in the rush of business a large number of pieces had been neglected by the employees of this house and had not been beaten and cleaned previous to storage. The eggs had remained in the garments and when brought to the warm salesroom of the customer they hatched out, the worms being about one-half normal size. It was found that the rise and fall in temperature during every 24 hours of from ten to fifteen degrees had resulted in the weakening of the eggs, with the result that the worms were dwarfed by their unusual experience.

Security Had First Special Plant

Mr. Read was early convinced of the value of a cold storage addition to a furniture storage warehouse and erected specially insulated rooms surrounded by brine piping and was soon carrying on a profitable business in this line. The writer was induced by him to take up this business at New York and in 1897, with the idea that the business would be a good advertising feature, two rooms, 20 x 75 feet, were erected for the Lincoln Safe Deposit Co. At that time fireproof insulation was unknown, but as the management insisted that no woodwork could be used, it was up to the writer to lay out a fireproof plant, which was done by the use of a plaster block backed by mineral wool for sidewalls and ceilings, the ceiling blocks being made with grooves which were run on angle irons suspended from the steel beams of the building and being filled in above with mineral wool, the walls and ceilings being subsequently plastered.

The door and window openings were hung with "Stevenson" doors, covered, doors and frames with Kalamein iron. The piping originally was placed at the side walls of the rooms, but on account of splashing when pipes were thawing, these were subsequently banked at the ceiling over the main aisle extending down the middle of the room, a drip pan being hung below and splash sheets being hung at the sides of the coils.

In spite of the discouragement received from furriers the business was successful from the start. The capacity was doubled the following year, and now the business requires nine rooms, one above another, an entire building 25 x 90 feet in dimensions. The same year, Revillon Freres, the furriers, started a fur storage plant, using the indirect system, fanning the cold air from a bunker room

and most plants of this kind to-day are using the indirect system, though the writer's company has continued to use a direct brine system in preference.

At the time this business was taken up by the writer at New York the furriers were taking furs on storage during the summer and were fighting the moths by occasionally beating the garments. Men that were otherwise employed during the fur selling season were kept at fur beating in summer. Their patronage was sought by us, but no encouragement was received. To-day, however, there is hardly a fur house in New York that has not either a cold storage plant of its own or that does not rent space or rooms in cold storage houses.

Department Stores Have Own Plants

All of the large department stores have their cold storage plants. Many of them are using these merely as feeders to their fur business or their general business with the result that the cold storage feature is less profitable to-day than it was in the beginning, on account of the low prices charged. What is stated as to New York applies to other cities of the country, perhaps in a less degree, most of them having plants devoted to this service.

To attain full success the place of deposit, that is if one wishes to handle what might be termed a retail business direct with the public, should be centrally located, readily accessible and attractive to ladies. The merchandise cold storage house is not usually so situated and therefore cannot expect to secure much of this business unless there be no competition. Furriers in New York and other cities, however, rent rooms in the merchandise houses, and some of these houses have whole sections devoted to such use. The immense values that enter such goods have at times made difficult the securing of fire insurance to cover all of the goods stored in a warehouse, and other merchandise has been seriously affected in consequence.

Peculiar Insurance Question

The writer has been called upon by furrier customers with the complaint that they could not get sufficient insurance on goods deposited on account of the great values in the same section. Our company has at times issued its own fire guarantee to the customer to protect him. (The legal liability of the Lincoln Safe Deposit Co. is \$2,000,000, and it has a large surplus fund.)

As to the high value of goods stored, our company once had on storage a trunk of tapestries valued at six hundred thousand dollars. At another time an imperial sable coat, valued at forty thousand dollars and a similar coat at thirty thousand was stored, and the company from time to time has had numerous such coats, valued at from ten to fifteen thousand dollars each. With silver fox skins worth six hundred to a thousand dollars each

a few skins soon run into high values. Tapestries valued at from ten to twenty thousand dollars are frequently stored, and rugs may go anywhere from twenty-five dollars to as many thousands.

It is customary with us to guarantee such goods against fire, moth and theft, and charge according to value as well as size of piece or package. Fur houses usually charge a percentage of the value for the season (2 to 3 per cent.). Valuable furniture is sometimes stored in these rooms. At one time my company had a suite, the foreign invoice value of which was \$25,000. This was subsequently sold for \$35,000. With such high values fire in such a plant is a very serious business. Some years ago a fire occurred in the fur storage plant of Abraham & Straus of Brooklyn, as a result of which it is said the insurance companies paid over \$600,000.

Loss as a result of misplacing or misdelivering may also be a serious matter. In our experience but one piece has been claimed as a wrong delivery from this department, though several severe losses from theft at other houses have been reported. Goods are sometimes stored in these rooms for a very long period. We have tapestries that have been stored continuously for 7 or 8 years. Furs for use in one of the polar expeditions were gathered at our place during a period of over 4 years. A consignment of baled monkey skins, then out of fashion, were at one time stored for over 5 years.

Constant Operation of Machinery Not Required

Goods subject to moth damage do not require the constant operation of the machinery, as it is not necessary that a uniform temperature be maintained. With the compressor running 14 hours per day there is a variance of but ten degrees F. in our rooms in the hottest weather. As in all other branches of the cold storage business, there have been great developments in the past 25 years in the fur storage business; the method of collecting and handling the goods, the method of operating the plants, the character of the warehouse construction and arrangement are all working toward improvement along with the other lines of business.

Canadian Truck Tax \$25 Per Ton

Some concessions have been made by the Canadian government in regard to the motor vehicle bill, after strong representations had been made by an influential delegation of motor truck owners from Montreal, the Eastern Townships and Quebec. The delegation was received by Sir Lomer Gouin, Hon. Walter Mitchell and Hon. Jermie Decarie, the other ministers being engaged in debates going on in the House at the time. The government agreed to limit the charge for motor trucks to \$75 per year as a maximum, and to prohibit trucks of more than three tons, except in the cities of Montreal and Quebec. The government consequently maintains its

first aim of charging \$25 per ton capacity for motor trucks and prohibits those of other tonnage, practically taking the position that there are very few such trucks.

The truck people were quite willing to submit to increases. What they complained of was that the increases were altogether too drastic. George J. Sheppard, president of the Montreal Automobile Trade Association and manager for Canada for the Canadian Pneumatic Tool Co., Canadian representative of the Little Giant truck, who was the speaker for the delegation, pointed out the danger that the heavy increases would mean that the province would not benefit by the installation of automobile plants, which had been contemplated. This was responsible for the government concession in motor trucks.

Increase Over 100 Per Cent

Mr. Sheppard suggested that the rate for a three-ton motor truck, thirty horse-power, should be \$33.75, instead of \$75, the present rate was \$15, and on an eight-ton truck the rate be \$58.75. The increases proposed by the government on motor cars would be from 25 to 124 per cent, and on motor trucks would be 130 to 500 per cent, and this would mean a very serious handicap to development of the industry. He pointed out that in France the system of determining horse-power was different to what it was here, and the comparisons could not be made. The rates proposed, said he, were far in excess of what other provinces were charging, and ahead of those in the United States. If the government carried it through it would mean a serious drawback to the development of the trade, owing to the heavy duties on cars and the late increase in the tariff. American concerns had been seriously considering spending a great deal of capital here. He, himself, represented a concern with \$11,000,000 capital and had advised the establishment of a plant here, but if the proposed law went through he would have to change his advice.

In this province motor cars were used only 8 months a year, but the licenses were for all the year. He understood that revenue for roads was needed, but it should not all come from the industries. It was not the motorists who destroyed the roads, but farmers with rigs that drove ruts through them. He suggested as what was considered a fair increase that there should be a general increase on the present rates on all motor traffic of 25 per cent and an additional \$5.00 per ton capacity for motor trucks.

Would Limit Trucks to Three Tons

Mr. Mitchell said he was informed motor trucks in Montreal were of three-ton capacity, and only a few higher, and he did not agree with what Mr. Sheppard said in regard to these trucks not cutting up the roads, and \$75 per truck was not too high for a three-ton truck. In regard to motor cars, these destroyed the highways in proportion to their speed and power, and the tax was charging those who were best able to stand the increase. It was necessary to keep up the roads if the fifteen or sixteen million dollars spent on roads was not wasted.

The whole cost was not being put on the vehicle, but the government had no jurisdiction over rigs. The government felt, said Mr. Mitchell, that the increased tax would help the motor trade, for it would mean better roads, and this would induce people to buy cars as against a consideration of a few dollars additional license fee. He then suggested limiting motor trucks to three tons, except in Montreal and Quebec, and this was agreed to by Mr. Sheppard.

Cartage Problem of Importance in Detroit

Upwards of 100 corporations, firms and individuals are doing public trucking and cartage in Detroit. As a majority of the industries and wholesale houses have their own equipment, the total number of vehicles runs into the thousands and they embrace all characters from the ponderous ten-ton motor truck to the single horse and wagon. The transportation problem is one of the biggest things that confronts the business man of the day. Conditions have wrought great changes, the old order is passing and the question has been, wherein is there greatest efficiency? And, by efficiency you take in everything from the first cost and operation to the service, for business wants the trial balance on the right side in every department.

Some who have maintained their own trucking and cartage have abandoned it and are having the work performed on contract or by the day, finding it more economical. There has been an increase in the overhead all through the shops, plants and warehouses. It has been most pronounced in the last 10 years, and in the matter of haulage it is considerable. When one stops to think that an ordinary dump wagon for carting away dirt from excavations, with the driver and team of horses costs \$6 a day, it is easy to realize how the cost has piled up in the instance of the concerns which do heavy or light trucking. Reasons for the cost are many. In the first place, horses are "out of sight" in price, the supply short and the demand strong, in spite of the activities of the motor truck factories. Trucks and all forms of wagons cost more to build with the increase in lumber, iron and wages, and the drivers are paid far more than they were a few years ago.

Haulage rates in Detroit have not advanced in the same proportion as the cost of operation, hence the companies have had to observe the strictest economy to make ends meet. They have impressed upon their men the necessity of cutting out the waste in every direction, they pay the closest attention to their stock so as to get the greatest amount of work out of the horses without crowding them, for unfit horses are a luxury.

More Motor Trucks Used

Each year finds an increase in the number of motor trucks in use in the city. It is established that for any long haul these make more money than the horses, but old Dobbin continues to hold sway in the short hauls, although trucks are entering that field and staying there.

The improvements which have been made in the power wagons in the last 2 or 3 years have made them successful where there was some question about their efficiency in the earlier stages of the industry. Now all of the big truck and cartage companies have motor trucks, their speed and capacity enabling them to give better service in instances where a shipment at freight houses or on side track is in demand at the factory plant.

The manufacturing area of Detroit now is so widespread that in spite of sidings and belt lines much material has to be hauled for long distances. The truck and cartage men will show how they can do this work more cheaply than the concern can do it for itself, and the whole principle of it is gross business. Unless a horse-drawn or motor truck is kept busy it is unprofitable to the owner. The men who do trucking have enough business in sight to keep all of their equipment in operation, hence the overhead is less than in the instance of the establishment owning a truck and operating it half the time.

Ordinarily when an order is given for any haulage it is with the injunction that no time is to be lost. The industries there are running at such a rate that time is money to them and they must have their raw materials. This forces the truck and cartage companies that cater to manufacturers to have a big equipment, and they aim to render the service required, knowing that it means a continuation of patronage. Compared with other cities, the rates for haulage here are very reasonable and the companies and individuals engaged in the business take every known means for the safe carrying of the goods they transport from the railway yards to the factories, from factories back to steam and electric transportation companies or to the warehouses of the wholesaler, or from the wholesale merchant to the dealer.

Wants Granite Block for Broadway

Below is given a letter sent out to the members of the Motor Truck Club of America by that organization on December 20:

The streets of New York City are owned by the city of New York. They are for the use and benefit of the whole city of New York and not alone for the occupants of office buildings located thereon. New York is a great commercial city; its commerce is carried through its streets and the congestion is such that it is of paramount importance that they be paved with the kind of pavement which will most facilitate transportation, and at the same time will add most to the safety of the public. This is particularly true of Broadway, for it is the one street that extends the entire length of Manhattan, and is the main artery of commerce.

A committee appointed by the Borough President to investigate the kind of pavement to be used on Broadway between Vesey street and Thirty-fourth street, in a vote taken last night, was divided in the choice between sheet asphalt and granite block. Those who voted for sheet asphalt did so avowedly because asphalt in their

opinion is a more quiet pavement than granite. Those who voted for granite block did so because it is a safer and better pavement for transportation purposes. All who voted for asphalt, with perhaps one exception, represented office buildings on Broadway, and not the commercial interests, the public nor, indeed, the merchants on that thoroughfare.

The Society for the Prevention of Cruelty to Animals, The Motor Truck Club of America, The Team Owners' Association and The Teamsters' Union were unitedly in favor of the new type of improved granite block. Any one who is at all familiar with traffic conditions is aware that asphalt is a most dangerous pavement for horses and motor trucks; that if Broadway is paved with asphalt the commerce of the city will be seriously impeded by reason of the slipping and falling of horses on the street and the skidding of motor trucks in rainy weather and when the street is covered with ice or snow. At these times accidents will be frequent and the traffic squad of the police department will have more work than it can handle.

The advantages of the improved granite block for this street were stated by Borough President Marks in a letter written to his special committee, in which he says:

"I wish, before you make up your mind as to the kind of pavement which is most advisable, that you take a look at the new type of improved granite which we have laid on Front street from Fulton to Whitehall, and on Third avenue from Forty-second street down to Eighth street. It has the advantage of preventing skidding on the part of motors; preventing slipping by horses; it has a smooth surface; is very durable; will require a minimum of repair and consequent tearing up of the street, whereas asphalt would run into holes very frequently. Even if we should use any other kind of pavement, granite would be the type used by the trolley railroad company in the space between the tracks. As far as noise is concerned, the rapid increase in the number of rubber tired vehicles must be considered, and also the fact that the improved granite has a great advantage over any previous stone pavement ever laid. At all events, we would use asphalt between the joints, an improvement upon the pitch formerly used."

To Teach Driving and Shoeing of Horses

A school for drivers and horseshoers will be established in Boston according to plans made at a meeting of the directors of the Boston Workhorse Relief Association. The leading farriers of the city will co-operate in the establishment of the horseshoers' school.

The report on summer work showed that at the five water stations maintained by the association, 129,239 horses were watered and 36,205 were showered during the hot weather. At the Ashton Lawrence Free Hospital for Horses, eighty-two animals were treated during the summer months.

Trans-Continental Has the Right Idea

There is nothing we humans appreciate any better than something good to eat, especially those of us who are engaged in the transfer and storage business or associated with it. Consequently when we received the following letter from F. L. Bateman of the Trans-Continental Freight Co. we were tickled pink, and we were still more pleased when the box itself arrived and had been opened and its contents disclosed to view. Doubtless there were many others besides ourselves in the transfer and storage business who were surprised and delighted with this prize Christmas package from the Trans-Continental Freight Co. And, by the way, the Trans-Continental knows how to do things, down to the last detail. That letter, here it is, was written on special Christmas stationery:

Messrs. Leet & Lay,
New York, N. Y.

Chicago,
Christmas, A. D.
Nineteen Sixteen.

Gentlemen:—

One of our friends not long ago called our attention to a Wisconsin farm—not a regulation farm, but one of those little farms de luxe with a flossy name. The products of this farm are flowers and fruits, and jellies made from the juiciest berries, ripened on the very bushes, sweetened and flavored by the glorious sun and mellowed by the evening dews.

In quality these jellies rival anything mother used to make, but the manner of packing them is considerably more Roycroftie.

So it came about that, having seen how these delicacies were made, and having sampled their flavor, we conceived the idea that it might be a folksy stunt if we sent a package of assorted flavors to our friends at Christmas time.

The consistency of such a gift may be questioned, but we think the jelly itself has that very necessary quality; and as for its good taste, we leave that to you. We hope it will not be unworthy a place on your festal board.

Anyway, you are due to receive a package from Cedar Hedge Farm and it goes to you carrying a message of Good Will and a "Merry Christmas and Happy New Year" from

THE TRANS-CONTINENTAL FREIGHT CO.,
F. L. BATEMAN.

Motor Truck Men Will Combat Change in Law

The owners and manufacturers of motor trucks and trailers of California are preparing to combat some of the radical changes in the present motor vehicle law, which were suggested at the conference held at the suggestion of H. A. French, superintendent of the motor vehicle department of the State, at Sacramento, November 14, last.

It is declared by trailer men that if the use of trailers

is prohibited and the load limit reduced, as well as the speed at which trucks are allowed to travel, the result will be disastrous to their business and will work a great hardship on Southern California, because of the immense amount of tonnage hauled in Los Angeles, particularly between the city and the harbor, 83 per cent. of which is hauled on motor-driven vehicles. The statement is freely made that the railroads of the State were strongly represented at the Sacramento meeting and that their representatives were active in the promulgation of ideas that formed the basis for most of the more stringent and restrictive measures proposed. This activity, it is alleged finds its inspiration in the fact that the motor truck has cut deeply into the railroads' business and that any hampering regulations that the State might impose would of necessity redound to the financial benefit of the roads.

Would Cripple Transfer Companies

In discussing the subject, J. L. Pike of the Pike Automobile and Wagon Works said: "If the regulations suggested by some of the more radical adherents, demanding a change in the law, were enacted and put into effect it would put the manufacturers of motor trailers out of business, seriously affect the motor truck manufacturers and cripple the large transfer companies and most of the business houses using motor trucks for delivery. We are in favor of stringent regulations for the governing of motor trucks as to their use of streets and public highways, but we do not believe that regulations should be adopted that would prohibit the use of this valuable adjunct to business. I am sure the people at large and the business men in particular would not tolerate such a move. When it is taken into consideration that the motor truck forced the railroads to give Los Angeles terminal rates, because the merchants used the motor truck in preference to the railroads in hauling their merchandise from the harbor, I think it may be daily seen that any move that would tend to destroy this business would be a direct detriment to the entire city and would leave merchants importing through Los Angeles harbor at the mercy of the railroad companies. As a matter of fact, the motor truck has saved the people of Southern California a sum of money in the last 2 years that has about paid for the good roads over which these trucks operate."

Steel-Tired Trailers Should Be Limited

Another view of the situation was given by Watt L. Moreland, general manager of the Moreland Motor Truck Co. Mr. Moreland said: "We are first of all heartily in favor of any move that has for its object the protection of the highways. Where steel-tired trailers are attached to motor trucks they should be limited to four miles per hour and the tire base should be broad enough to absolutely protect the roads over which they are hauled. The motor truck proper should be forced to

equip with rubber tires, conforming to the tire manufacturer's guarantee as to load, on the theory that if the tire will carry the load it will not injure the road. Not more than one trailer should be allowed within the city, though as many as six or eight should be permitted on the outlying roads, particularly between here and the harbor. These trailer trains should be equipped with brakes and should carry a man for safety, for it is impossible for the brakes of one truck to bring a big load of that kind to a stop without seriously injuring the surface of the road. This is also true in the case of starting, the tort resulting from the grind of the wheels of a motor trying to start such a load naturally wears the surface of the road, particularly where the operator is making a quick start with a machine equipped with a high-speed motor coupled to high gearing.

"We are in favor of a constitutional amendment which will put motor truck traffic in the hands of the State Highway Commission. Each vehicle should pay a fixed yearly tax, based on tonnage, which should be divided between the city, county and state in proportion to the mileage traveled by the vehicle on the roads during the year, and the funds should be used for road upkeep only. This would put an end to the endless annoyance caused by local county and village regulations that seriously hamper the users of motor trucks."

Don'ts Issued for Horse Owners

Drivers and owners of horses are requested by the Pennsylvania Society for the Prevention of Cruelty to Animals not to let the Christmas spirit mislead them into overfeeding their horses during the holidays.

Frank D. Rutherford, operative manager of the society, said recently that when double holidays occur, such as this year, with Christmas and New Year's coming on Monday, many calls are received by the society on the morning after from owners of horses suffering from azoturia, or paralysis, caused by too much food.

This, it is explained by Mr. Rutherford, is probably due to a misguided sense of kindness on the part of horse owners desiring to have the beasts share in the Christmas and New Year festivities. Many persons give their horses more than the usual portion of food at this time, with no opportunity to work off the extra rations, this makes trouble. Each horse should be exercised from 20 to 30 minutes each day and get soft food or bran and hay, preferably hay. The food should be sprinkled with a pint of glauber salts dissolved in a quart of hot water. The malady due to overfeeding is similar to spinal meningitis and invariably is fatal.

Together with warning against overfeeding the society has issued a list of cold weather don't's. These follow:

Don't use a cold bit in cold weather.

Don't clip your horse when the mercury is near zero.

Don't fail to keep your horse's shoes sharp when the streets are slippery. It costs less to have shoes sharpened than to purchase a new horse.

Don't place his feet in the hands of an unskilled farrier.
Don't fail to water horses each morning, but not with ice water.

Don't fail to oil wagon axles; there's a heap of humanity in axle grease.

Don't force the horse to back over a snowbank. A shovel and a little energy will make it easy for the horse and your conscience.

Don't load the horse too heavily when streets are banked with snow.

Don't beat your horse—there is more profit in coaxing than kicking.

Struggle Over Light-Carrying

Representatives of Cincinnati Team Owners' Association reiterated their protests against the insertion in the proposed traffic ordinance of the clause requiring horse-drawn vehicles to be equipped with lights, at a meeting of Council Committee on Streets, Avenues and Alleys on December 14.

Charles Bailey and John Jennings, spokesmen for the delegation, declared the clause would increase the danger of fire in the handling of combustible material. They also called attention to the difficulty that would be experienced in keeping lamps lighted. Mr. Jennings complained there would be no place to put a light on a dray or drag.

Police Chief Copelan, addressing the committee a second time, said the proposed ordinance, with a few amendments, would be adequate to regulate traffic. He still advised against the rule prohibiting automobiles to pass street cars on the left and reiterated his objections against safety zones. He counseled against giving physicians, private ambulances or emergency wagons of public utilities right of way over other traffic.

Safety of pedestrians as the paramount object of traffic regulations was urged by H. L. Brownell, Chief Safety Engineer of Chicago. He said children playing on residence streets should be protected and that no person less than 16 or 18 years of age should be permitted to drive an automobile. Speed regulations, he said, should be left to the discretion of police. Mr. Brownell opposed parking on the streets, declaring it interfered with business and increased congestion.

Teamsters Get Lamps, Gift of Auto Club

Lamps for horse-drawn vehicles will be given free to teamsters by the Automobile Club of Pittsburgh. A member of the club has placed several thousand lamps in the hands of the secretary for distribution. The action is being taken to prevent collisions and accidents. The owner of a wagon receiving a lamp must agree to attach it to his vehicle and keep it lighted at night.

The police in the future will enforce, rigidly, the city ordinance requiring a light, visible from both the front and the rear, on every horse-drawn vehicle. Teamsters

have complained that it was impossible to keep the lamp lighted because of the bumping of the wagon. The automobile club say the lamp they will furnish cannot be "bumped" out. The lamp can be obtained at the Automobile Club, 5905 Baum boulevard, or through T. H. B. Patterson, at the department of public works.

A Notable Reform

At a building operation in West Ninth street recently, the driver of a one-horse team with a load of material found difficulty in backing up to unload. The street was glazed with ice, the horse's shoes were smooth, and the animal slipped as it attempted to push the loaded cart. Assistance at the wheels resulted in the wheels whizzing around on the slippery ice, while the cart did not budge.

It may easily be imagined what would have followed some years ago, in a situation of this kind—blows and curses for the horse, worse confusion and no good results. But not so on this occasion. From a convenient pile of sand and dirt a workman threw shovelful after shovelful of this good foothold material under the horse and under and behind the cart. In a few minutes the icy street bed at that place was covered, and the horse was easily able to back the cart to the place of unloading.

So much for the radical change from brutality to right methods in the handling of horses. So much for the excellent work of the S. P. C. A. and those who are interested in its humane purposes, in spreading the gospel of common sense and kindness among those in charge of dumb animals.—Wilmington (Del.) *Every Evening*.

Novel Plan to Settle Big Strike

A package delivery company, known as the Mutual Hauling Co., was incorporated in Cincinnati on December 12 by W. H. Schwab, J. R. McCafferty, A. J. Cune, Edna M. McDonald and Hedwig Kellar, which, it is believed, may settle the strike of the Kroger drivers.

It is understood the plan of the new company is to lease or sell a team and wagon to each of the striking drivers, the company financing each venture and the drivers receiving earnings on a basis of the business they do in making deliveries for the Kroger Co. The Kroger Co., it is planned, will turn over its delivery system to the new company.

Secretary John Graber of the Teamsters' Union stated that a leasing agreement would not be considered. The outright sale of a wagon and team to a driver desiring to join in the enterprise, he said, might be looked upon favorably by the union.

Work Horse Association

The annual meeting and dinner of the Boston Work Horse Relief Association took place at the Hotel Belle-

vue on December 27. Directors were elected with the following organization: Henry C. Merwin, president; Joshua Atwood, 3d, vice-president; Francis Peabody, vice-president; Lewis A. Armistead, secretary; Louis de B. Lovett, treasurer. The other directors elected were: Dr. D. L. Bolger, Edward H. Clement, William R. Fay, George W. Harrington, John H. Jewett, Dr. A. W. May, W. D. Quimby, Huntington Smith, G. F. Stebbins, Dr. F. J. Sullivan, Andrew Adie and Arthur Perrin.

Team Owners Boost Vehicle Tunnel Plan

Upwards of seventy members of the Team Owners' Association of Hudson County attended the organization's first annual banquet at the Carteret Club, Bergen avenue and Mercer street, Jersey City, on December 19. Prior to the banquet a short business meeting was held and the following slate of officers selected for the ensuing year: President, Thomas J. Stewart; vice-president, James Cosgrove; secretary, William Knodel, and treasurer, Charles Carscallen. Mr. Stewart appointed the following members of the executive committee: Henry Muller, John Melba, William Kemp, Thomas Kiernan, James Leo, Jr., and Frank Raybold.

T. A. Adams, of Montclair, who has been instrumental in organizing the Essex County Tunnel Committee, was one of the principal speakers at the banquet. Mr. Adams discussed the possibilities of a traffic tunnel under the Hudson River. Perhaps his most significant remark of the evening was the announcement that he was almost certain that the Essex County Freeholders would join with the Freeholders of Bergen and Hudson within the next month to ask the governor to appoint a permanent Bridge and Tunnel Committee.

Mr. Adams said that the principal function of this permanent commission would be to figure out the number of wagons from each of the five counties that would be apt to use the tube, and with these figures as a basis estimate the approximate assessment to be made against each county. The Bergen and Hudson boards are ready to act the moment the Essex County Freeholders fall into line.

Robert Johnson, assemblyman from Essex County, also a dinner guest, gladdened the hearts of the team owners by announcing that he was ready to introduce a "Glanders" compensation bill into the next session of the legislature. Joseph Wood, president of the Essex County Horse Owners' Association, talked on the value of co-operation in all sorts of work, and his remarks paved the way for a much closer working union between the Essex and Hudson County teaming associations.

Thomas J. Stewart was toastmaster at the banquet. It was announced that the newly elected officers of the Hudson County Association would meet with the board of directors at the Down Town Club on January 8 to outline the association's policy for the coming year.



Letters From Readers

The Trailer for Inter-City Moving

Editor, TRANSFER and STORAGE:—The cartoon in a recent issue of your paper entitled "Enter the Trailer to the Transfer and Storage Field" appeals to us very strongly. We have been figuring this question from all angles for some time, and there are undoubtedly many other small concerns in our position. We have decided that our requirements at the present will be covered by a one-ton rebuilt Ford truck and a one and one-half ton Federal. Now the Ford could never do the work that the Federal would be expected to do, and the Federal would be too heavy for the Ford's work. Each would have to be confined to certain lines of work. Such is the nature of our business.

The Federal we would aim to use in long-distance furniture handling, and when not so engaged, in freight work in town. Now 4,000 pounds is an average load of household goods. We could perhaps make out on the 4,000-pound loads with the one and a half ton truck, but with 5,000 pounds we would be badly overloaded. We don't want a heavier truck merely to be prepared for the heavier than average load. We must use the only other alternative—the trailer. These are some of the questions that arise in this connection:

Is it practical to attempt to haul two and a half to three tons with a one and a half ton truck, and under what conditions? To what extent does trailing affect the life of a truck? Which is harder on the truck, to load a ton and a half and trail a ton or to trail nothing and put the whole load on the truck? We would not expect to trail continually. The trailer could be specially built to use behind the truck when occasion required, and with a team when not otherwise engaged. You can readily see that there are many questions to be settled in this connection. We have to compete in long-distance hauling with San Francisco concerns whose business in the furniture line is great enough to warrant heavy trucks being confined to that particular line. We can't stand any surplus equipment but we must have enough to meet competition.

Can you give us data on this subject? We are not satisfied to take the word of the average automobile salesman on these matters. We want something based on actual experience. The bulk of our trailing business would be from Santa Rosa to San Francisco, 53 miles over a cement highway and no very bad hills except in the city of San Francisco, which we can overcome in various ways. If you have anything on tap that will help us, be kind enough to let us have it.—The Lee Bros. Co., Santa Rosa, Cal.

Loading an entire load of 4,000 pounds on a ton and a half capacity truck is considerable overload when the weight of the body is taken into consideration. It is rather out of the question unless a high rate of depreciation is charged against the truck. The average weight of a load of household goods is less than 4,000 pounds, however. The use of a trailer under such conditions as you describe should not only be possible but advantageous. However, if the hills in San Francisco of which you speak are going to interfere to any great

extent, we would advise that your trailer be of smaller capacity than the truck capacity. This would mean a lighter weight trailer also, and one easier to draw.

If it were not for the hills it might be entirely practical for you to use a trailer of a ton and a half capacity, the same as the truck, but if the hills are bad we would not attempt to use a trailer heavier than one of a single ton capacity. This gives you a total carrying capacity of two and a half tons or 5,000 pounds, excepting the weight of bodies. Trailing affects the life of a truck to an extent that can be measured only when the conditions of work are known. Over hilly routes it might be wise to have a four-speed truck in using a trailer, and also to have a lowered gear ratio, thus avoiding repeated changing of gears. In all events larger tires on the truck rear wheels should be used. The increased rate of depreciation in using a trailer with the truck should not be very great under the circumstances you have enumerated. Your idea of being able to use the trailer with a team when it was not needed with the truck is a good one. It is better to split an overload between a trailer and the truck, thus carrying it on eight wheels instead of four.—H. T. L.

Information on One-Way Streets

Editor TRANSFER and STORAGE:—We would appreciate information as regards alley conditions in any cities of considerable size; that is, are there ordinances compelling drivers to enter from one side and continue in the same direction rather than to enter from either end in the same block? In Lincoln at present drivers are permitted to enter from either end of the alley, and often we find alleys blocked for a period of 30 minutes or more, due to the fact that some man has driven in from the west, and after he has stopped another wagon has entered from the east. You can readily see what confusion this causes.—Star Van & Storage Co., Lincoln, Neb.

St. Louis, Pittsburgh and Philadelphia have one-way street ordinances, and restriction of certain thoroughfares to one-way traffic in Cincinnati is being urged. The St. Louis Team Owners' Association is on record as favoring one-way streets, but the Pittsburgh Team & Motor Truck Owners' Association are against such traffic control. Doubtless the reason for the difference of opinion lies in the way the problem has worked out, due to local conditions. In Pittsburgh the streets run in every conceivable direction, and a driver almost needs a guide book to tell him which are and which are not one-way streets. Also, the municipal government of Pittsburgh has permitted the Pittsburgh Street Railways Co. to leave double sets of street car tracks on these streets, although the street cars run in only one direction—with the traffic.

In Philadelphia and St. Louis the problem is very easy, as the streets are laid out in parallel, and alternate streets are made opposite traffic avenues. The street cars on these cities are held to the same course of traffic as the vehicle traffic, and only one set of car tracks is permitted to remain on a one-way street. New York city has a few such streets, and their extension is continually being agitated. There are many advantages connected with one-way traffic when this is possible on the square street layout, as in St. Louis and Philadelphia. Delays due to the blocking of which you speak are minimized, and then, too, crosswise traffic at street intersections need look in only one direction for traffic bound across its course which might interfere with it.—H. T. L.

Law Gives Transfermen Lien

Editor, *TRANSFER and STORAGE*:—At our local association meeting the other evening the subject of a State law giving us a movers' lien on goods for our charges was discussed. The vice-president of our company, who is not active but is an influential man, is in the Senate this year, and is willing to get behind any law covering the business that has merit. Can you give us any suggestion as to where to get a model law along this line, or any other suggestions along the line of possible legislation?—Star Van & Storage Co., Lincoln, Neb.

It is hardly necessary in most of the States to pass legislation specifically naming the van owner or freight transferman as a common carrier and consequently one who has a right to hold goods for charges, having a lien upon them up to the time they leave his possession. This point has been settled by legal decisions in most of the States, and in some, we believe, draymen are specifically designated as common carriers. However, the question of having a lien upon the goods after they leave the possession of the cartage agent is something that might be taken up.

Plumbers, carpenters and others have a lien against a house for their labor in its erection. Why should not a cartage agent have that privilege also? There would be less trouble at moving time when van owners are often tempted to hold a customer's piano or other furniture until the moving bill is paid. And then, too, when a transferman becomes a contractor in erecting a smoke-stack, why should he not have a lien against the property for the amount of his bill? The case is very closely parallel to that of the plumber. However, the problem would become confused in the case of the freight cartage man who had a lien against merchandise transported, when he endeavored to enforce that lien and found that the merchant had sold the goods. This is doubtless one reason why the railroad companies have never had a lien beyond the freight house doors. If this privilege were given to freight cartage agents the railroads might with justice demand it, and complications might ensue.

A year or two ago the Indianapolis Draymen's Association drew up a bill providing for a lien in cases of this

kind and submitted the proposed law to the State Legislature. The Legislature refused to pass the bill, although it does not appear just why this refusal was given. The bill was published in the February, 1915, issue of *TRANSFER and STORAGE*, and is reprinted in full below:

Section 1—Be it enacted by the General Assembly of the State of Indiana, that transfermen, draymen, and all other persons, firms or corporations engaged in packing for shipment or storage, or transferring, hauling or conveying goods, merchandise, machines, machinery or other articles of value from place to place, or for money paid for freight or storage charges on any goods, merchandise, machines, machinery or other articles of value, or for erecting machines, or machinery, shall have a lien upon any such goods, merchandise, machines, machinery or other articles of value, packed, hauled, transferred, conveyed or erected for charges for such packing, hauling, transferring, conveying or erecting the same, or for money paid for freight or storage on such goods, merchandise, machines, machinery, or other articles of value.

Section 2—Any transfermen, draymen, and all other persons, firms or corporations wishing to acquire such lien upon any property, whether the claim be due or not, shall file in the Recorder's office of the county, at any time within sixty (60) days after performing such labor or the payment of money, described in Section One (1) of this act, notice of his intention to hold a lien upon such property for the amount of his claim, setting forth the amount claimed, and a substantial description of the property. Any description of the property in a notice of the lien will be sufficient, if from such description or any reference therein, the property can be identified.

Section 3—The Recorder shall record the notice, when presented, in the miscellaneous record book, for which he shall receive twenty-five cents (\$.25); and all liens so created shall relate to the time the labor was begun or money advanced, and shall have priority over all liens suffered or created thereafter.

Section 4—Any person having such lien may enforce the same by filing his complaint in the circuit or superior court of the county in which the lien was filed, at any time within one year from the time when said notice has been received for record by the Recorder of the county, and if said lien shall not be enforced within the time prescribed by this section the same shall become null and void. If said lien be foreclosed as herein provided, the court rendering judgment shall order the sale to be made, and the officers making the sale shall sell the property without relief whatever from valuation or appraisal laws.

Section 5—In all suits brought for the enforcement of any lien under the provisions of this act, if the plaintiff or lien-holder shall recover judgment in any sum, he shall also be entitled to recover reasonable attorney fees, which shall be entered by the court trying the same, as a part of the judgment in said suit.

Section 6—This act shall not be construed as repealing any other law now in force concerning liens or the foreclosure of the same, but this act is intended to be supplemental to all law now in force concerning liens and the foreclosure of the same.

Holding Goods for Charges

Editor, TRANSFER and STORAGE:—I read, on page 12 of your December issue, an item that it does not pay to keep goods because of argument about bill.

I have had 25 years of experience in the warehouse and moving business, and it is my experience that when I trust moving charges I never get them. Owners of furniture make absurd charges of damage. They cannot remember the scratches on their furniture, moving charges are a dead horse, and once they get their furniture it is "goodby." You have got to do the job over again to get the money. So we try to collect before all the furniture is delivered.

We have one price, quilts, padded vans, as fine a moving equipment as any one in the world, bar none. We please; if possible, make repairs; but we collect, if possible.

It is almost impossible to get enough to make a profit on account of increase in labor charges. Would like explanation of Mr. Turner how much per cent. it costs to collect moving bill when trusted out, amount of yearly loss. Explain how collector is able to answer counter-charges as well as driver when he is right on the ground. I am for the money, before all the goods are delivered—we do it in a way not to offend. We also get a moving agreement before we commence work.

Before closing, I will say I have had so much benefit from reading TRANSFER and STORAGE I cannot see how a truckman, warehouseman, etc., can get along without it.

W. E. HOOKWAY, Syracuse, N. Y.

Relations Between the Household Warehouse and Outside Van Owner

Editor, TRANSFER and STORAGE:—Some time ago you published an article on the relations between the merchandise storage warehouse and the outside transfermen employed by the customers of the warehouse company. Why not a similar article on the relations between the household goods warehouseman and the outside van owner or moving company which brings goods to the warehouse or takes them away?

Our company has always maintained a very close and friendly attitude toward all of the moving and transfer firms of our city. We do no moving ourselves and do not operate any transfer equipment, although we own a number of large furniture vans which we lease to established moving firms under a liberal arrangement by which they pay us a small commission on the gross amount of their bills on jobs which we turn over to them,

which is about sufficient to pay in general for the painting and upkeep of the vans.

We have all our merchandise shipping done by general transfer firms who allow us small commission on their monthly bills. This plan results in getting an occasional load of household goods for storage from the moving firms and we hope they give our warehouse a preference. The other storage houses of our city operate their own moving equipment and of course an outside mover feels a reasonable certainty that he is unlikely to secure the out delivery on such storage lots as he might bring to those warehouses, while under our plan the mover who brings the lot in is always given the job out unless the owner forbids it.

This plan is like that of all the warehouses in Boston, where we understand they do not even expect customers to leave orders for moving with a warehouse company and where some warehouses even require the movers' men to stow the goods into their room in the warehouse and the warehouseman simply gives the owner a receipt for a load of household goods brought by such and such transfer firm said to have been from such and such an address and instructed to be held subject to the order of so and so.

The plan of taking orders for moving and turning them over for execution to some other firm is subject to the criticism that such a warehouseman is assuming the large risks of the common carrier without the profit which should go with the moving job. We try to avoid this by securing a special signed order which specifically states that we are authorized to place the moving order as the owner's agent and limiting our liability in any event to \$50 on any piece or package.

This order has never been tested in a suit and we are not sure that we could escape the responsibility, but we feel there would be a fair chance to do so and that a refusal to take moving orders from storage customers would restrict our chances of securing storage business. It is of course difficult to secure the signed moving orders where the engagement is made by telephone, but usually a customer is not surprised on being asked to sign an order when he or she gives instructions for any work, and we are hereafter intending to get an owner's signature on these blanks through the driver of the moving firm when he first arrives at the house and before he commences on the moving work.

We had an experience about 2 years ago before we adopted this moving order blank wherein a load of household goods moving on an order we took over the counter in the usual way, was run into and badly injured by a railroad train, and of course the owner sued us although she knew we were placing the order with a moving firm and heard the writer make the engagement for her over the telephone. The jury awarded \$1,900 and we had to pay it, but were reimbursed by the transfer firm; we thereupon sued the railroad company, as it would seem a simple matter to establish their liability, but by one of the freaks of fortune or misfortune the second jury

decided there was no liability upon the part of the railroad, so the transfer firm had to stand the whole loss.

There is no doubt that a friendly attitude upon the part of a transfer man can influence a customer to store in the warehouse he recommends and that the transferman is entitled to a reasonable commission on any business he brings to the storage firm. In this territory we pay from 25 per cent. to 50 per cent. of the first month's storage charge and the warehouse takes the chance of the lot staying long enough to show him a profit over the carrying expense and the commission. The old plan of a warehouse allowing a steady commission every month to the transfer firm for every month the lot stays in storage seems to us unreasonable for several reasons, and we do not believe a fair transfer man would ask a larger commission than a reasonable allowance for his first effort in securing the business.—Fidelity Storage & Transfer Co., St. Paul, Minn.

Competition as a Factor in Rate Making

Editor, TRANSFER and STORAGE:—I have noticed several times in your paper the phrase "depending upon competition" when you are advising regarding rate making for household goods and merchandise storage. I had believed that competition should not be allowed to become a factor in rate making, but that the warehouseman should endeavor to get an equitable rate for his own particular building, regardless of what his competitors were getting.—Reader, Chicago, Ill.

The principle of your argument is very good. According to theory competition should not be a factor, but practically if you put up a costly building in a place where competition was keen and the rates were subject to frequent slashings you could not expect to get as good a rate as you could with the same building in a center where prices were steadier. In comparing your modern building with the antiquated structures of your competitors you would be able to get a better rate than they could, but you could not get a rate equal to the modernity of your building, even though you gave exceptionally good service, and keep your building filled. This is true unless there should happen to be a demand in that particular locality for just your type of building and your grade of service.

If you should attempt to charge a rate that would be proper for your style of building and your improved service, that rate would be so much above the rates of your knife-carrying competitors that you would find much vacant space in your building a good deal of the time. It is better business policy to raise rates than it is to lower them, because once having lowered them, no matter what the excuse, it is difficult to bring them up again. The conservative man starting in under the above conditions would start with a low rate and raise it when he found that he could do so, endeavoring meanwhile to educate his competitors up to their costs and to getting better rates. On the other hand, a man not so conservative might jump in and charge at the beginning the high

rates that he would expect to get in the same type of building under different circumstances. His example might set his competitors to wondering how he could get away with it and they themselves would raise their rates, that is, provided he got the business, but the chances are equally as strong that they would first endeavor to eliminate him from the field by resorting to still further price cutting. In the choice of two evils, why not play the sure thing, and let the other fellow take the chances?—H. T. L.

A Carrier Must Take Care of the Goods Until They Are Shipped

RICHMOND, Va., December 28, 1916.—We would like to receive your expert opinion on the following question, involving storage charges at seaboard which the railroads tax the shippers: An exporter contracts ocean freight with a steamship company, who in turn appoints a steamer with an approximate date of sailing, and the shipper sends his merchandise to seaboard within a reasonable time to make the scheduled connection and to avoid, at the same time, the storage charges. The steamer appointed is sunk on her way and is substituted by another boat, in one case, and, in the other case, the scheduled steamer is delayed for 4 weeks. The question arises, "Is it just for the shipper to stand the storage charges which accrued at seaboard in the meantime?" We fully appreciate the fact that the railroads, according to their tariff, are compelled to charge and collect such storage, but we would like to hear from you as to what chance the shipper has for obtaining redress from the steamship company.

D. M.

Reply.—The steamship company is liable for the care of these goods until sailing time, provided it has accepted them for immediate transportation or for transportation in due course. The company may, if it will, refuse to accept goods until within a short period of the sailing time; or it may agree to store them for a time at a storage rate and then to ship them. But if it accepts and takes charge of the goods simply under an agreement to ship it is bound for their care until they are shipped.

Removal of Goods by Warehouseman

Editor, TRANSFER and STORAGE:—On page 37 of your December issue under the heading "Storage Company Can Move Goods When Necessary" there appears what purports to be a decision of the Court of Appeals handed down December 8 in Springfield, Mo.

The report of the decision would seem to be incomplete, as I cannot understand that a court would make such a decision as it is reported. Did not Tonnies Transfer & Storage Co. notify the plaintiff before they made the transfer of the goods to the new corporation, and also to the new warehouse? A warehouse receipt would ordinarily indicate where the goods were stored, this being important for the owner to know on account of taking out fire insurance. The transfer of property from the custody of F. A. Tonnies to the Tonnies Transfer &

Storage Co., Inc., would be almost the same as the transfer of such property by Tonnies to another concern. Of course if he served written notification, giving time for the plaintiff to transfer the property and sent that notification to the last known post office address, the plaintiff would seem to have no case.

It is our view that warehousemen should be most careful to notify their customers not only in transferring goods from one warehouse to another but also when transferring goods from one floor of a warehouse to another floor of such warehouse, as the goods may be insured by the customer in the first location, and in the event of fire they might not be covered in the new location.

It is also advisable, not only for the warehouse concern from which property is received to notify the customer of the proposed transfer but also when the goods are received by the new warehouseman to whom they are transferred, to also notify the customer not only by sending him a warehouse receipt or some acknowledgment of the receipt of goods but also clearly stating the terms under which they are stored, especially if there is to be any difference in the rate of storage.—Walter C. Reid, New York City.

Carrier's Liability in Case of Loss

WATERVILLE, Conn., December 15, 1916. If a case of yarn is shipped to us by freight and lost, can we make claim on the railroad for what it would cost us to replace the yarn? The case was billed to us at \$77, but if we have to replace it at present market prices it would cost us \$56 more, \$133. Our loss is certainly \$133 rather than \$77, so it does not seem just that we should have to lose \$56 through the railroad's failure to deliver the goods. Have we a legal claim for the present value?

W. K.

Reply—The bill of lading under which these goods were shipped will probably be found to contain this clause: "The amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property (being the bona fide invoice price, if any, to the consignee, including the freight charges if prepaid) at the place and time of shipment under this bill of lading, unless a lower value has been represented in writing by the shipper or has been agreed upon or is determined by the classification or tariffs upon which the rate is based, in any of which events such lower value shall be the maximum amount to govern such computation, whether or not such loss or damage occurs from negligence." In any case, however, the carrier would not be liable for more than the market value of the goods at the time at which the loss occurred. What the carrier undertakes to do is either to make delivery at the stipulated time and place or to pay the value represented by the goods. The carrier, in short, is not bound by subsequent fluctuations of the market.

When Freight Is Prepaid the Consignee Cannot Be Asked for More

NEW YORK, December 18, 1916. We received a shipment from an Asiatic port via the Pacific Coast and railroad to New York. The goods were purchased cost and freight, freight prepaid. We hold a through bill of lading showing that the steamer and rail freight was paid to the railroad's representative in the East. On the arrival of the goods the railroad made a claim of a small amount, comparatively, stating that an error had been made in figuring the freight. Has the railroad company any right to demand the additional amount on account of the error made by their representative? Must they not look to the shipper and not to us?

ERROR.

Reply—The carrier must look to the shipper in this case. The contract of carriage was made between these two. The consignees hold a bill of lading acknowledging prepayment of freight. This is binding upon the carriers who are parties to it. If a mistake has been made it arose out of the dealings between the carrier and the consignor, and it must be settled between them.

Measure of a Carrier's Liability

ERIE, Pa., December 21, 1916.—Please advise us if a carrier is liable for any loss of market changes, such as sugar or other commodities on account of non-delivery of freight. We have two cars which the carriers have had on their sidings for thirty days and at this writing are unable to get same, and the chances are there will be several days, or weeks, more before same is found. Have we any recourse on sugar which has since declined 40 points and is liable to decline still more while in the carrier's possession? We also have several local shipments on the way five weeks, coming from a distance of less than 100 miles without transfer. What recourse, if any, has the buyer against carrier in above cases?

A.

Reply.—When goods have been lost or improperly delayed in transit the carrier, if at fault, is legally bound to pay the value the goods would have had at destination if they had been delivered there at the proper time. This is the value the owner of the goods could have received for them if the carrier had made proper delivery, and it is for this reason the proper measure of the owner's loss. This is the proper measure of damages unless the owner has signed, as he frequently does sign, a bill of lading stipulating and agreeing upon another valuation in case of loss or failure to deliver. Such a stipulation is part of the contract between carrier and customer, the charges are, in part at least, based upon it and it is binding upon both parties. It may sometimes happen that goods are of practically no value at the place of shipment but acquire their value almost entirely from the fact that they are carried to another place. What the value may have been at the time and place of shipment is of little importance. The carrier's undertaking is that he will enable the owner to take charge of the goods at a time and place at which they will have a greater value than at the time and place of shipment.

Railroads Consider Diversion Charges

Representatives of the largest railroads of the country met in Chicago on December 28 to consider the points brought out in the Washington conference with shippers last week in regard to the proposed increase in detention and diversion charges, and will decide upon a policy to be followed. It is believed probable that the roads will frame new tariffs advancing the charges for detention and reconsignment, and that these will be filed shortly with the Interstate Commerce Commission. The tariffs filed several weeks ago were suspended by the Commission. At the offices of the Trunk Line Association it was said that Chairman McCain would not be present at the meeting because of the pressure of work at this office, but that the association would be represented. The meeting was confined solely to railroad men, as the views of shippers and receivers of freight were brought out the week before.

Among the proposed increases is an advance from \$1 to \$3 per car when an order is given for reconsignment prior to the arrival of the car at the billed destination. This is opposed especially by members of the New York Produce Exchange, who hold that the increase will not serve the purpose of the railroads in relieving or preventing congestion, but will prove to be merely an indirect means of adding to railroad revenue.

Discrimination Between Commodities

"The position of the Produce Exchange is not to oppose any change in the rulings which will actually assist the railroads in solving the problems of congestion," said Charles J. Austin, manager of the Traffic Bureau, "but we believe that if any changes are to be made they should be uniform on all commodities and should be reasonable in themselves. For instance, we oppose an increase in the reconsignment charge on materials handled by our members while shipments of coal are exempted from the advance. There should be no discrimination of this nature.

"The proposed increase from \$1 to \$3 in the charge for reconsigning a car before it has reached its billed destination is unreasonable and ineffective. The business of many of our members is closely connected with the custom of reconsigning cars before they reach their billed destination. If the purpose of the railroads is to prevent congestion this will not be accomplished by the increased charges. Shippers and receivers of freight will have to continue to do business according to the established custom, and the new tariff will be only a means of giving additional income to the railroads."

At the hearing between railroad officials and shippers considerable opposition to the proposed changes were evident. Representatives of each of the freight classification territories were present and most of the large organizations of merchants and shippers were also present. The proposition of the carriers was looked upon as

especially objectionable by dealers who were concerned in the shipment and sale of various commodities in the Eastern and New England sections. This included cars of grain, fruit and vegetables as well as other materials, such as coal.

Other Changes Proposed

Other changes proposed by the carriers at the hearing, and which were considered at the meeting in the light of the objections made orally at Washington, are as follows:

"If the order for diversion or reconsignment of the car is placed with the local freight agent at the billed destination in time to permit instruction being given to yard employees prior to arrival at such billed destination, a charge of \$3 is to be made.

"If the car is reconsigned within 24 hours after arrival of the original billed destination, prior to placement on unloading tracks, a charge of \$5 per car is proposed. A charge of \$7 a car is proposed if the car is reconsigned subsequent to the first 24 hours after arrival at the original billed destination before placement on unloading tracks. If the car is reconsigned within 24 hours after placement on unloading tracks, a charge of \$6 a car is to be made for such service. It is further provided that if the car is reconsigned after the first 24 hours following placement, a charge of \$8 a car will be made for this service.

"Other regulations are proposed as reconsignments to points within switching limits, the freight rate applicable on certain shipments and requests for diversion and reconsignment."

Hold Truckmen May Limit Liability

A truckman may limit his liability for goods lost or damaged during the process of moving by printing a limiting clause on the paper containing shipping directions, according to a decision just reached by the Appellate Division of the Supreme Court. The words which must be printed are: "The responsibility of the company is limited to \$50 for any article with the contents thereof."

Ottile Houman sued the M. H. Powers Co., of New York City, for loss of jewelry and won a verdict for \$1,000 in the Supreme Court, which was sustained by the Appellate Term. The jewels, belonging to his wife, were taken from a box during its transportation from 436 Convent avenue to 2472 Second avenue, witnesses said. The trucking company was moving the household goods of the Houman family. As a defence the company said it had limited its liability by the clause on the paper containing shipping directions.

Justices Scott, Clarke and Page, in a prevailing opinion, now hold the defence adequate. They order a new trial unless the plaintiff will accept \$50 in settlement. Justices Smith and McLaughlin thought Houman was entitled to \$1,000, the full amount of the verdict.

City Cartage Costs

A report on the preliminary survey concerning the subject of city cartage or local distribution of commodities has been made to Secretary of Commerce Redfield by Director Rogers of the Census Bureau. The results of this investigation, which was made in the city of Washington, confirm the general impression that the cost of city cartage is a factor of considerable magnitude in the price paid by the consumer, and, in the opinion of Secretary Redfield, justifies the Census Bureau in selecting some representative city or cities and detailing experts for the purpose of making a more comprehensive study of the subject of delivery cost in relation to the prices of commodities.

For the four selected classes of merchandise covered by the preliminary survey—ice, coal and wood, milk, and department store merchandise—representing total gross sales of about \$6,000,000, the cost of delivery alone amounted to nearly \$500,000, or about 8 per cent, according to the figures compiled. It is the secretary's belief that in this single phase of cost great economies are possible; and he also believes that the survey of the selected city or cities—revealing, as it doubtless will, the very considerable proportion which the cost of cartage contributes to retail prices—will focus the attention of consumers upon the great saving to be effected by eliminating duplication and thus be of distinct aid in reducing the cost of living.—*Hay Trade Journal*.

Wrapping Twine from Paper

That wrapping twines which give thorough satisfaction can be made from paper has been demonstrated by experiments made by the Forest Products Laboratory at Madison, Wis. Several hundred packages, each containing a medium sized book, were wrapped and fastened with the lightest weight paper twine and were mailed to various points throughout the United States. Reports show that practically every package was received in good order and that in no case was there any damage which could be charged as a fault of the twine.

In making twine the paper is cut into narrow strips which are then twisted to form a cord. The strength of the twine depends upon the character of the paper used and the process of treatment. It is well adapted to a number of purposes, but the foresters say that as yet no satisfactory means has been found for protecting paper twine from the action of water and it should not be used where it will be exposed to moisture.—*American Furniture Manufacturer*.

Fire Protection for the Horse

We are pleased to see that Fire Commissioner O'Keefe is notifying stable keepers throughout the State of the law our society secured last winter, a copy of which we give below:

Section 1. No horse or mule shall be stabled on the second or any higher floor of any building unless there

are two means of exit therefrom, at opposite ends of the building, to the main or street floor.

Section 2. This act shall not apply to stables equipped with an automatic sprinkler system.

Section 3. Violation of any provision of this act shall be punishable by a fine of not more than two hundred dollars.

Section 4. This act shall take effect the first day of January, in the year nineteen hundred and seventeen.—*Our Dumb Animals*, Boston, Mass.

16-Year-Old Dispute Ends

After 16 years of labor differences between the Team Owners' Association of Boston and Team Drivers' Union 25, these organizations have reached an agreement regarding wages and working conditions, and have signed a contract to run for 3 years from January 1, 1917.

The wage and working agreement signed by these parties means that the team drivers will have a closed shop in all the stables of the members of the Team Owners' Association of Boston. The labor agreement means better working conditions for the men and a uniform increase in wages. The union on its part insures the establishment of many conditions that will promote the well being of the employers' business.

Overloading Horses

The form of cruelty to animals now in evidence in this city which is most distressing, is that due to the practice of overloading. This is something the teamster himself is usually unable to prevent. Somebody else loads the wagon, moved with a desire to get the largest result from his outlay, and the poor driver has to make his horses accomplish the errand as best he can. In a period of slippery streets this often becomes exceedingly cruel.

A few days ago a driver wrote a letter to the New York Globe in reply to its criticism of his clan in that city. He maintained that drivers themselves were not cruel; but were made so by the practice of overloading. What he says in that communication is well worth reproducing. Here it is:

In the icy winds of winter you will see innumerable horses straining at the traces and still not able to budge. Overworked and ill shod, with sweat and steam rolling off them, they are game to the very last. Here you will see the mouth jerked and torn aplenty, and before long the white foam about the cruel bit is dyed with red. The whip descends, leaving a blistering welt in the horse's quivering hide. The horse owners are the great cause of cruelty, not only to horses but to drivers. If any of you know what driving is on winter nights with horses that you must beat and jerk because they are overloaded and ill shod, you will agree with me.

Boston is notorious for overloading. The mad rush for the freight houses which occurs every afternoon in this city gives rise to scenes of cruelty that no really civilized city should tolerate.—Boston, Mass., *Herald*.



10 Dominant Manufacturers Build Extra Well

Ten big motor truck manufacturers stand out prominently as those whose products find biggest use among the large concerns who buy carefully. The stability of these ten manufacturers is assured — their combined capitalization is \$250,000,000; the value of their yearly output runs high into the millions. Each builds the best truck he can. Each offers guarantees backed by tremendous resources, tremendous manufacturing facilities, big strong organizations, established business reputation.

In essential specifications, established practice is closely adhered to. Eight build trucks in excess of four ton capacity. All build from one to four ton.

Yet with all the tremendous competition, with the tremendous manufacturing efforts to build the best, SERVICE motor trucks stand out among the ten with certain, definite, marked advantages of big value to purchasers.

Only one of the ten furnishes tires on all types that equal SERVICE in size. Only one other is built to operate with perfect safety at the same high speed. SERVICE is the only one of the big ten using the vacuum feed system, assuring maximum fuel economy, steady uniform fuel supply. Eight use the worm drive; but SERVICE worm drive construction is the strongest that manufacturing ingenuity can devise. Nine use pressed steel, but in the SERVICE motor truck pressed steel frame, width of flange, depth of frame, uniform distribution of load assure maximum resistance to driving stress and strain. Five use motors of the same power as SERVICE, yet SERVICE shows a 11% higher rating than the other four trucks of equal capacity.

In chassis size SERVICE gives greater loading length than any other of the ten. This means a larger loading platform — greater carrying capacity — greater even distribution of load. Yet with these points of leadership and with every other feature of construction duplicating even the most expensive of the trucks manufactured by these ten big manufacturers, SERVICE presents a lower initial cost than any of the other nine.

And the big feature that stands out prominently in the history of the SERVICE truck is the fact that in each year's business 60% of the sales are re-sales to satisfied customers.

6 Sizes of Service Trucks To Do

What is your average load — a Service Motor truck — most economical service — great loads — over the shortest or longest routes. rate of capacity — offers you distinctive advantages. Other of the ten trucks now recognized as SERVICE Trucks are enduring — in owner satisfaction to meet the hardest working conditions — time lost for repairs, to operate with minimum necessity for replacements. They are an big, practical service.

13 Point Book

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SERVICE MOTOR TRUCKS ARE

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Indianapolis, Ind.
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Salt Lake City, Utah
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Bridgeport, Conn.
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Service Trucks Wait Do Your Work

Service Motor Truck is ready to give you the strongest confidence—greater reliability in hauling minimum or maximum loads on any route. And the model you select, regardless of the route, has the active advantages in construction and in price over any other motor truck as leaders.

Owner satisfaction—and mechanical stability—designed for long life— to stay in service day in and day out without need for minimum mechanical attention, with freedom from breakdowns are an engineering achievement, particularly built for

Booklet Send for our big, illustrated Thirteen Point Booklet. It is a concise compilation of facts of tremendous importance to you in your selection of motor truck equipment.

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TRUCKS ARE SOLD IN ALL LEADING CITIES

J.	Columbus, Ohio	Philadelphia, Pa.
s, Ind.	Cincinnati, Ohio	Tulsa, Okla.
Y.	Youngstown, Ohio	Rochester, N. Y.
ity, Utah	Pittsburgh, Pa.	Detroit, Mich.
Wis.	Denver, Colo.	Canton, Ohio
Comp.	Washington, D. C.	New Orleans, La.
, Iowa	Savannah, Ga.	Baltimore, Md.
		Hoboken, N. J.

Service Motor Trucks

1-ton Truck	.	.	.	\$1,375
1½-ton Truck	.	.	.	1,950
2-ton Truck	.	.	.	2,250
3½-ton Truck	.	.	.	3,000
3½-ton Truck (Special Contractors)	.	.	.	3,250
5-ton Truck	.	.	.	4,000

These prices will unquestionably be raised considerably within two months. Act now.

Transfer and Storage in American Cities— Boston, Mass.

A general survey of the transfer and storage business as carried on in Boston brings out but few features that differ from those of other cities. In some respects Boston is remarkably like Philadelphia, and in others it is like no other place in America. In household goods warehousing Boston had an early development, a development that dates from the beginning of special buildings for household goods, the present non-fireproof building of the Boston Storage Warehouse Co. having been the third specially erected household goods warehouse in the United States. An exceptional feature of household goods warehousing in Boston is that only two of the many warehouses in the city have teaming or moving equipment of their own, all the others dealing with outside van owners under diverse arrangements.

Boston, being a great seaport as well as a manufacturing town, has always been a merchandise storage center and a great trucking city. But Boston has developed no unusual type of dray for trucking merchandise, and no special methods of conducting the teaming business. However, the transfer companies of Boston may be said truthfully to be somewhat ahead of their brethren in other cities so far investigated by TRANSFER and STORAGE in that they appreciate the necessity of a knowledge of

cost. The Boston team owners also have a strong association and have realized the progressiveness of having a paid secretary who knows the teaming business but is not connected actively with it and can devote all his time to the needs of the association. George F. Stebbins, secretary of the Boston Team Owners' Association, gave up his own teaming business some years ago when he was elected secretary of the organization, and thus the association gained the full time of a man who knew the business and could intelligently carry out the wishes of the association.

Much progress may also be found in the ranks of the merchandise storage warehouses in Boston. There are some fine plants in Boston devoted to merchandise storage, but it is the men in the business that make it what it is. The merchandise warehousemen have an association, called the New England Warehousemen's Association, which takes in Providence and New Bedford as well as Boston. This organization meets regularly to take up questions that will make for further progress in the warehousing of the commodities of commerce.

Within the past few months a great stride in merchandise warehousing has been taken in working out a scientific basis of rate computation. The old basis was simply



Building of the Metropolitan Storage Warehouse Co. in the Cambridge Section of Boston



One of the Fireproof Buildings of the Quincy Market Cold Storage & Warehouse Co.

custom and the rates quoted were not what might be termed defensible rates. That is, if a warehouseman were asked why the rate on a certain commodity should be so much, he could not tell just what the determining factors were, and to what extent these factors made the rate. His only reply would be that experience taught that the rate should be so much. He could not prove that such a rate was justifiable. The progress made in Boston towards working out a formula for a scientifically based rate has shown some of the warehousemen where they were actually losing money on storage taken under the old system, and is such that it will be hailed by merchandise storage warehousemen everywhere as the greatest advancement ever made in the warehousing of merchandise. So far, much has been accomplished, but the work is not yet complete and consequently the formula and full particulars cannot be given.

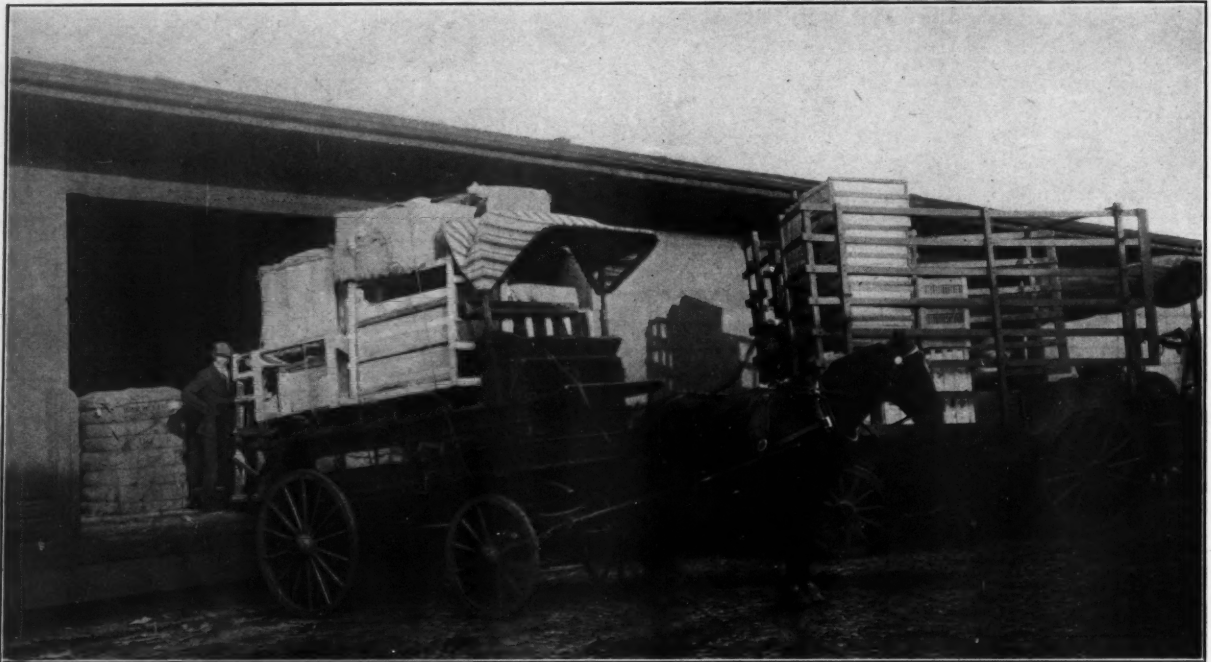
Boston is so peculiarly situated that there has grown up with the city a great local express business. The city of Boston itself is not very large, there being only 750,000 people in the municipality, but Greater Boston, which includes the outlying districts, must have a population of at least half again as much. These outlying districts, while not physically a part of the city, although contiguous to it, go under different names, and are sometimes confusing. The fact that Greater Boston is so spread out, as far as the outskirts are concerned, and the added consideration that only two of the household warehouses in Boston have moving equipment of their own, has resulted in the establishment of many small local express companies which are furniture movers in the busy season

and local express operators between seasons. To a large extent these smaller operators are users of autocar motor vehicles, which give a high speed with the advantage of adequate carrying space and tonnage capacity for the services required.

Boston as a whole is fairly level. Much of the city is built upon land reclaimed from the ocean, and in the residence district of the Back Bay where live the people of means, the streets are wide and laid out in regular rectangles. But in the older, downtown part of the city the streets run in every possible direction, are narrow



Building of the Suffolk Storage Warehouse Co.



Freight Station Scene at Boston, Showing Type of Single Wagon in Common Use

and always congested. Some of the streets in the downtown retail district are restricted to one-way traffic. However, these one-way streets do not interfere with the work of either the furniture movers or the teaming companies, both interested parties having expressed themselves as entirely satisfied with this method of traffic control.

But the great disadvantage to all three phases of the transfer and storage business which use the streets of Boston is the paving or rather the lack of proper paving. Boston streets are full of holes, especially in the downtown

and wholesale teaming districts. Then too, the city administration has always catered to the wants of the individual property owners in the matter of pavements. There are stretches of Boston streets, where, according to Boston transfer interests, five different kinds of pavement may be found in 1,000 yards of street. In instances of this kind, each property owner has asked for a different kind of pavement and has been given it, no thought being given to that old principle of American government "The greatest good for the greatest number." Boston team owners pay a vehicle license tax of \$1.00 per vehicle per year, and yet little consideration is given them in matters of street paving and upkeep, although the Team Owners' Association includes 75 per cent of the transfer companies of Boston who do a freight business, and its name is often given newspaper publicity in matters pertaining to pavements and similar movements of public interest.

However, in some instances the Team Owners' Association has been able to sway the city government in improving street and traffic conditions. At the present time the city is working with the association in the matter of snow removal and has achieved a co-operative basis. The association has also been instrumental in gaining better conditions at freight terminals in Boston. A few years ago photographs were taken of the interior of freight sheds showing the indescribable confusion of piled inbound freight. These pictures represented conditions that for gross carelessness far outdid the conditions as depicted about the same time as true of Philadelphia and other cities, in the famous Tailboard Delivery Case of the National Team & Motor Truck Owners' Association.



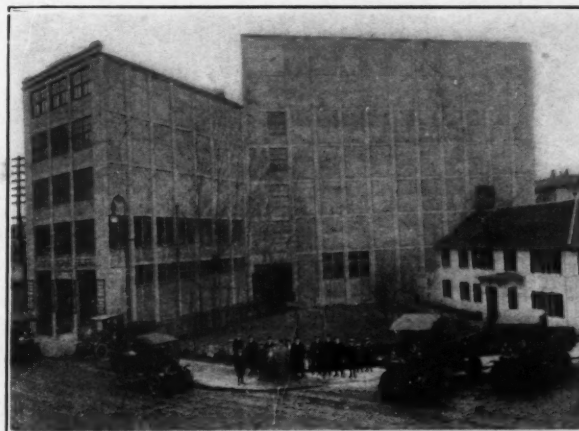
Non-Fireproof Main Building of the Boston Storage Warehouse Co.

These conditions were greatly improved through the efforts of the Boston Team Owners' Association.

In a lesser degree freight terminal conditions at Boston are still bad. Outbound freight must be peddled around to different doors of the same freight house when consigned to different points, and sometimes taken to an altogether different freight station of the same railroad. There is considerable delay due to this feature, and also to a lack of employees to move the freight away from the edges of the platforms or to help the teamsters find and load inbound freight. Lines form at the freight stations both morning and afternoon.

Some time ago the Massachusetts Institute of Technology made an investigation into teaming conditions in Boston, but the findings of the Institute were largely theoretical and dealt more with the apparent disadvantages in the teaming business itself than with remedial conditions at the railroad freight stations. Another scientific investigation into the teaming business in Boston was that of a firm of cost accountants made 2 or 3 years ago, partly at the behest of the Boston Team Owners' Association.

The findings of this firm were of real value to the team owners of Boston in giving them a working idea of the cost of conducting a teaming business. The figures as originally given out were published in *TRANSFER and STORAGE*, the total cost for maintaining a team and wagon per day being \$8.00 at that time. Under present



Fireproof Building and Some of the Motor Trucks of the T. G. Buckley Co.

conditions the team owners of Boston will rent teams from \$7.00 to \$8.00 per day. While this is higher than the rates in other cities, with the exception of Detroit, where the rate is \$12 per day, it shows that even Boston team owners considered the cost figures gotten up by this firm of certified public accountants too high. However, Boston team owners realize their costs better than their brethren in other cities, as is evidenced by the rate for teams rented by the day.



A Boston Freight Terminal, Showing, in the Foreground, Typical Boston Dray, with Typical Lighter Dray in Background



Modern Fireproof Building of the Boston Storage Warehouse Co.

Conditions differ so greatly in each and every hauling job in Boston that no rate may be set and called the general basis of Boston teaming rates. Not only the railroad terminal conditions and the traffic conditions but the facilities that the merchant has for receiving and delivering freight influence the rate. However, it might be stated that a rate of 5 cents per 100 pounds is what the Boston team owners try to get. Among the 25 per cent. of the Boston team owners who are not members of the association there is some rate cutting to get and hold business, but this affects but little the larger team owners who are members of the association. Boston has some large transfer companies, probably the largest being the R. S. Brine Transportation Co., and the P. O'Riorden Co. The former operates 250 head of horses and the latter from 400 to 500 horses, some of which are used in dump cart work, however. There are in all about twenty team owners in Boston who operate 100 or more horses each.

As in other cities, the motor truck has not been extensively adopted by the Boston team owners. Probably twenty-five of the association members use trucks out

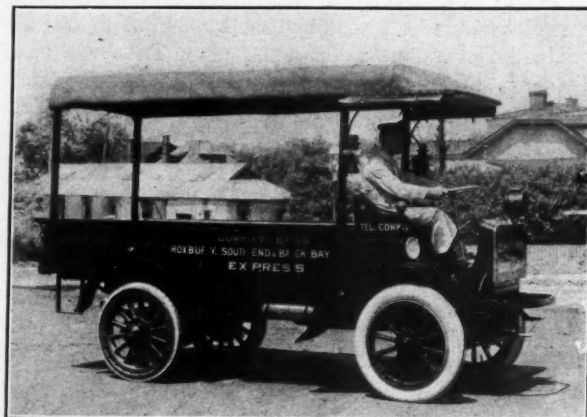


Fireproof Building of the New England Storage Warehouse Co.

of a total membership of 100 team owners. These firms have been forced into the use of motor trucks by the demands of their customers or by competition and not because the nature of the haulage of freight to and from the railroad stations permits of their use. There is too much delay in this kind of work for trucks, and the haul is short. These two factors together preclude the possibility of the use of trucks to economical advantage. Both electric and gasoline vehicles are used, the gasoline vehicles being more common than the electrics.

The typical Boston freight wagon or dray is a flat platformed vehicle with stake holes and in some cases quarter panels or sides at the rear to guard the goods carried from the rear wheels, which rise above the edge of the platform. The single wagon is in many cases a copy of the large dray as far as design is concerned. However, a single box-sided wagon is much used. The Boston wagons in many cases have provision for a four-posted sided top over which a tarpaulin may be spread. This is detachable and is only used in inclement weather.

As has been said, the Boston Team Owners' Association is a very strong organization and it has the right idea in running its business through a paid secretary's office.



An Autocar in Express Business in Boston

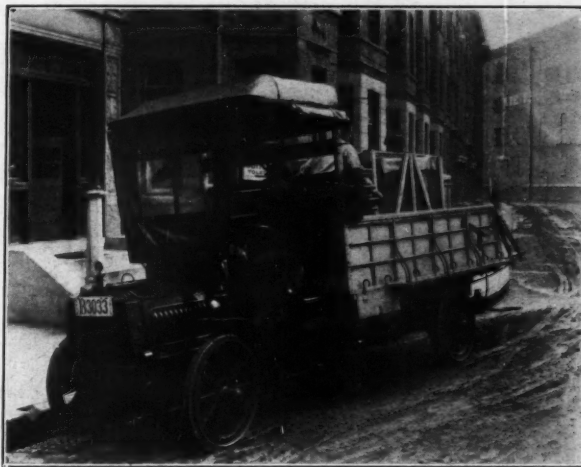
The fact that the paid secretary has given up all other business makes it impossible for charges of unfairness to any member of the organization in the administration of the affairs of that body, to rest against him. There is no chance of the secretary being swayed for or against any interests in the society because of business affiliations, and no chance for any member to believe that he has been thus swayed.

Boston has three large household goods warehouse companies. That is three that are of unusually large size. Perhaps this fact has had something to do with the comparative lack of the development of the industry into a large number of small warehouse companies as in other cities. These three companies are the Boston Storage Warehouse Co., which has two large buildings at its disposal; the Metropolitan Fireproof Storage Co., whose single fireproof building is over 600 feet in length,

and the New England Storage Warehouse Co., which also has an unusually large warehouse.

Probably better known than any of these warehouses, however, to outside warehousemen is the non-fireproof plant known as the Suffolk Storage Warehouse, of which L. G. Myers is the head. Mr. Myers, as a member of the big warehouse associations, is widely known. Another warehouse company which deserves special mention is the T. G. Buckley Co., which has the most modern perhaps of Boston's fireproof warehouses, this being a reinforced concrete structure with fire brick partitions between the storage rooms. An unusual warehouse is that of the Winter Hill Store House Co. in Somerville, just outside of Boston. This building is built of wood covered with corrugated iron, and although not fireproof, presents some good fire-resisting qualities.

A feature of this building is a telfer system rigged in the aisles, a platform goods carrier being hung from a rail running along the roof of the corridor. By this



Packard Truck Used by Berry & Tibbits, Showing Style of Boston Furniture Body



Another Autocar Express Vehicle. Note Pneumatic Tires

means goods may be conveyed from the unloading platform to any of the rooms. However, adoption of this carrier by other warehouses is not likely, owing to the fact that its use effectually blocks an aisle and that it will not take any piece of furniture. Thus some hand carrying is necessary.

Practically all of the household goods warehouses of Boston are divided into rooms. A feature of Boston warehouses is the almost universal endeavor to save time and handling through carrying vans direct to floors and even to rooms where the goods are to be stored. This practice necessitates high capacity elevators and wide aisles. The width of the aisles results in a loss of what would otherwise be paying storage space. Boston warehouses such as the Boston, New England and Metropolitan are built at such length that some means of conveying the goods is necessary, and the first solution of this difficulty was the plan of taking the vans direct to the rooms or to the heads of the aisles.

In the newest warehouse of the Boston Warehouse Co., however, the fireproof building, space has been economized through the use of long hand trucks, 14 to 16 feet in length, upon which the goods are wheeled from the platform where the vans unload to the rooms. Thus the time required to maneuver a van onto and off an elevator and through the aisles is saved to the van and more inexpensive elevators may be used, as well as more paying space made available.

The rates for storage in Boston vary with the individual warehousemen. The approximate average rate would be about three-quarters of a cent per cubic foot for fireproof storage and three-fifths of a cent per cubic foot for non-fireproof. These rates are somewhat lower than in other cities, and Boston rates are doubtless due for a raise. There seems to be no basis for estimating rates in Boston. A moving van does not exist in the city except with one moving concern, Berry & Tibbits, which also operates



Street Scene in Boston Showing Congestion of Thoroughfares in Wholesale District



Kelly Truck Used by D. W. Dunn & Co., One of the Larger Van Owners

the Howard Storage Warehouse, having three non-fire-proof buildings of considerable size.

As has been said, only two warehouse companies in Boston operate moving equipment. These are Berry & Tibbits and the T. G. Buckley Co. Moving having existed before warehousing, the Boston warehouses feel that they exist to supply the need of warehousing facilities and not to compete with the moving concerns. Also, the warehouses want to avoid the responsibility of the moving concern for damage to goods, and the bother of operating a transfer equipment.

Different arrangements are made between the moving companies and the warehouses that operate no rolling stock. Some of the smaller warehouses pay the movers a commission on the first month's storage, or half the first month's storage. None of the larger concerns follow this method, which not only is often a loss to the warehouse company but engenders cheap hauling among the moving companies. Some of the warehouse estimators ask a commission from a moving company when a strictly moving job is secured. The larger warehouses will take no orders for moving, but will refer the customer to a reliable moving company. Just how the warehouseman would stand in case the recommended mover turned out to be unreliable has never come up. The larger warehouses insist that the men employed by the moving company put the goods away in the rooms and take them out, the charge for this service being made by the movers to the customer.

Only one company in Boston operates moving vans as such are known in other cities. This company, Berry & Tibbits, introduced the panel vans into Boston and has found these popular with the more well-to-do customers. T. G. Buckley is also putting on a few of these vans. However, the general public in Boston has an idea that these boxed in vehicles do not have any load-carrying capacity to amount to anything, and they favor the open wagons with what is known as the Boston "furniture body." This body consists of a straight box body with sills along the top of the sides. On these sills are placed boards across the box, making a platform upon

which the furniture can be carried. The furniture can thus be winged out at the sides, but what is gained at the sides is lost in the height of loading. Also there is the danger of damage through scraping some other vehicle in the streets. In wet weather a four-posted slatted-sided top may be put on with a tarpaulin spread over it. These wagons are used for moving furniture in both single and double types.

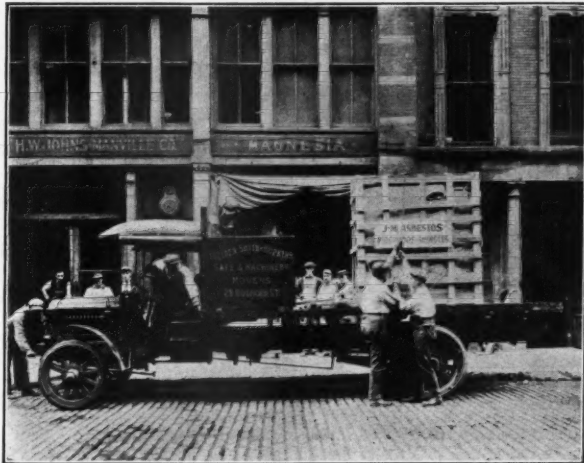
The motor truck has gained a good foothold among Boston furniture movers. Berry & Tibbits have nine trucks, of which seven are Packards and two are one-ton rebuilt Fords. Two of the Packards are three-tonners, four are two-tonners and one is of one-ton capacity. The T. G. Buckley Co. has nine motor trucks, of which seven are Packards. Of these seven vehicles, two are three-ton capacity, two are two-tonners, and three are one-ton cars. One of the single-ton carriers is a rebuilt six-cylinder Packard passenger automobile. This company has also a ton and a half capacity Maccar and a 1,500-pound Buick. Other movers of household furniture operate from one to three trucks each of different makes. The Buckley company is wholly motorized.



Kelly Truck in the Employ of a Piano Moving Firm

There is considerable long distance moving to and from Boston, the motor truck owners of Boston engaged in this business endeavoring to get the flat rate of \$1.00 per mile for anything over twenty miles. The roads are fairly good. Occasionally a Boston van may be seen on the streets of New York City. Unlike other cities, Boston has not felt the rate war elsewhere incident to the adoption of motor haulage for long distance household goods moving. The moving firms of Boston were unable to account for this.

Moving van rates in Boston are rather indeterminate, owing to the open vehicle used for moving and to the influence of the motor truck. For a three-ton truck load \$8.00 is the minimum charge, and the rates range from this to \$6.00 for a two-ton truck to \$4.00 for a one-ton. The \$8.00 rate includes two flights of stairs. Much of



Packard Truck Used by a Heavy Hauling Company

the moving is by contract and all packing and shipping is by contract. Office work is done by the hour, the rate being \$3.00 per hour for moving of this kind. For a single vehicle with one man the charge is \$1.00 per hour, an extra man being 50 cents additional. For a two-horse wagon the charge is \$2.00 per hour. Piano hoisting is \$3.00, which includes the second hoist.

Labor is scarce and costly in Boston. The Boston Team Owners' Association, after years of standing out against the labor union, has finally signed up, the wages being as follows:

One-horse teamsters (light wagon, 1 ton).	\$15.00	per week
One-horse teamsters.....	16.00	" "
Two-horse teamsters.....	18.00	" "
Three-horse teamsters.....	19.00	" "
Four-horse teamsters.....	20.00	" "

Five-horse teamsters.....	\$21.00	per week
Six-horse teamsters.....	22.00	" "
Chauffeurs on trucks not exceeding 1 ton	16.00	" "
Chauffeurs on trucks not exceeding 3 ton	18.00	" "
Chauffeurs on trucks exceeding 3 ton...	20.00	" "
Lumpers.....	18.00	" "
Helpers.....	16.00	" "

There is no organization among the furniture handlers, but they all receive practically the same wages as the teamsters. The piano movers are organized. At one time there was quite a healthy organization among the furniture and piano moving employers, but upon defeat of the so-called "removal ordinance" this association gradually disbanded. The furniture warehousemen have no organization.

As has been said, Boston's merchandise storage warehouses are in a high state of progressive development. Probably the largest in Boston is the Quincy Market Cold Storage & Warehouse Co., with which George S. Lovejoy, president of the American Warehousemen's Association, is identified. This company has several large fireproof buildings for general merchandise storage in addition to its cold storage facilities. Other progressive merchandise warehousing concerns in Boston are the Merchants' Warehouse Co., Richards Storage Warehouse, Terminal Wharf & Railroad Warehouse Co. and the National Dock & Storage Warehouse Co., all of which have fireproof modern buildings.

Boston has always been a great wool center, and proposed changes in the tariff on wool forecast future good business for Boston mercantile warehouses in this commodity. Another movement in Boston that is resulting in improved business for the commercial warehousemen is the discontinuation by the railroads of storing goods in terminals, and increased demurrage charges on cars.



Two of the Fleet of Autocars Used by the Armstrong Transfer Co. in Baggage Transfer Service



Non-Fireproof Building of the Howard Storage Warehouse

Instead of cluttering up their terminals with freight the railroads are now sending this to public warehouses.

The bulk of the baggage transfer business of Boston is handled by the Armstrong Transfer Co., which has the privileges at the various railroad terminals. This company uses fourteen motor trucks in baggage delivery and collection. Of these trucks two are four-ton Alcos, six



One of Boston's Few Moving Vans

are Autocars of ton and half capacity, four are Speedwells of the two-ton size, one is a Stewart of ton and a half capacity, and another is a Mack of the same size. The lighter vehicles are used in house to house delivery and collection, while the heavier trucks are for transfer work between the railroad stations. Boston has a straight baggage rate of 35 cents per piece. This company formerly operated 250 horses, but has replaced these with motor vehicles, including taxicabs, until now the stable of the Armstrong Transfer Co. houses only ninety horses.

It is difficult to predict the lines along which the transfer and storage business will develop in Boston. As far as the strictly trucking section of the industry is concerned, this will remain largely stationary until changes are made in freight station facilities, and until the merchants come to realize that the provision of better facilities for receiving and delivering freight is a duty they owe to themselves. It is likely that there will be some advances in the prices for hauling following the increased scale of wages agreed to with the labor union.

In the moving of household goods the next few years will see the more common use of the enclosed van in Boston, and an increased use of the motor truck will doubtless be made, this increased use taking in electric as well as gasoline vehicles. It is somewhat strange that the electric has gained no foothold in Boston furniture moving circles, considering the fact that the electric is very common in other lines of haulage in Boston, and the Boston Edison Co. has made a special effort to bring about the general use of electric trucks. There is some talk of the hourly basis in Boston, but it is hardly possible that this will be brought about in household moving for some time to come. While Boston is considering the use of the moving van, it would be well to take steps to have uniformity of van sizes prevail, thus standardizing the business. It is probable that Boston movers will be able to advance their rates during the coming year.

Household goods warehousing will witness several reforms in Boston. There is still room for more fireproof buildings, although there is not yet a strong public demand for fireproof storage. Future buildings will not include the wide aisles which waste so much valuable space in present Boston household goods warehouses. It is not likely that the warehousemen of Boston will abandon their policy of not engaging in the moving business unless some unforeseen circumstances arise. However, it is likely that new interests starting in Boston will maintain their own transfer equipment, and this may in time force existing warehouses to come to it.

Possible developments in the merchandise storage business have been outlined. In the baggage transfer business the increased use of motor trucks for collection and delivery may be expected, as well as the establishment of substations in the outlying districts. In many ways the transfer and storage business in Boston has a particularly bright future.

New Jersey and New York Warehouses Combine

The Colonial Storage Warehouse, Inc., of New York City, and the Thomas J. Stewart Co. of Jersey City, N. J., have combined into one corporation and will continue the business under the name of the Thomas J. Stewart Co. The latter company is an old established household goods warehousing concern, having started in business in Jersey City in 1870. In addition to its large household goods business this company has operated a big rug and carpet cleaning department, making a specialty of Oriental rugs. In order to make this department one of the finest in the country the Stewart company has employed for some time a corps of native Oriental rug weavers, experts at their trade, who can not only supervise the cleaning and care of costly Oriental rugs, but attend to the repair and actual weaving of these rugs as well.

The Colonial Storage Warehouse, Inc., is a comparatively young company, having been established in 1911, but having achieved an enviable reputation among warehousemen generally during its few years of household goods warehousing under the Colonial name. Two warehouses were operated by the company, the first, a non-fireproof structure in which were located the company's headquarters, being at 143 W. Ninety-ninth street, and the second, a fireproof building, at 504 W. 126th street. The Colonial company was a member of the New York, Illinois and Southern Furniture Warehousemen's Associations. The Thos. J. Stewart Co. has been a member of the New York Association for some time.

Robert M. Pettit, former general manager for the Stewart company is president of the new corporation. William T. Bostwick, former proprietor of the Colonial company, is vice-president and treasurer, and Arthur I. Stewart, son of Thomas J. Stewart, founder of the Stewart company, is the new firm's secretary. Thomas J. Stewart himself has not been actively associated with the business of his company for several months. Joseph C. Mahoney, formerly manager for the Colonial Storage Warehouse, Inc., will be retained in that position, and in fact, the Colonial organization will remain the same as before the change of ownership was made.

For several years the Thomas J. Stewart Co. has maintained a New York City office at the head of Times Square to take care of its New York City carpet and rug work, and also look out for whatever household goods business there might be moving between New York City and the plant in New Jersey. This absorption of the Colonial Storage Warehouse gives the new corporation two plants on Manhattan Island, one fireproof and the other non-fireproof. This is a great advantage and should result in the expansion of the rug cleaning business and repairing business as well as in the household goods storage trade. The Stewart company now has

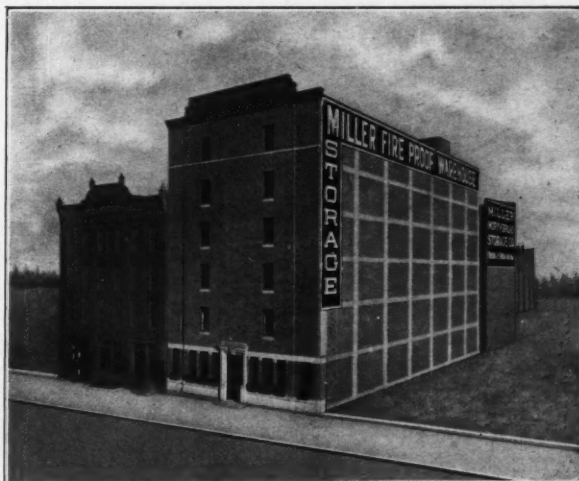


A Boston Motor Van Used by Berry & Tibbitts

over 1,250,000 cubic feet of storage space in what is practically all Greater New York, and its fleet of gasoline and electric motor trucks will be one of the largest in the warehouse business in New York City. The executive office of the company will be at the plant of the Thomas J. Stewart Co. at Fifth and Erie streets, Jersey City.

Miller of Philadelphia Expands

About a year ago TRANSFER and STORAGE called attention to the lack of fireproof storage buildings for household goods in Philadelphia as compared with other cities. Word has just recently gone round about that the Miller North Broad Storage Co. has recently completed a modern fireproof warehouse, six stories in height, with floor measurements 52 x 120 feet. The new structure is of reinforced concrete. The Miller company has moved its offices to the new building, where more modern offices



New Fireproof Warehouse of the Miller Company in Philadelphia

have been fitted up. The new warehouse is at 2709 North Broad street.

The second floor of the new building is divided into sixty-five small compartments ranging from 400 to 2,000 cubic feet, hollow tile division with standard metal doors on each room. The building is well lighted by electricity there being receptacles in the columns for plugs. On the first floor, in addition to general and private office space, which occupies the width of the building and is thirty-five feet deep, there is a vault for the storage of papers, etc. The remainder of the first floor has been temporarily rented for the storage of paper and steel castings. The four upper floors, not including the second floor, have been rented for the storage of machinery and automobiles.

The ambition of the Miller company was to gain in the new plant the erection of a building that would be an improvement to the neighborhood, together with interior arrangement which would not be extravagant and yet would be comfortable and prosperous looking. The Miller company congratulates itself on having accomplished in the office arrangement of the bookkeeping department the security of a bank, together with the cordiality, by reason of the counter between the columns facing the front door, of a hotel. In laying out the upper floors careful consideration was given to avoid corners and cross aisles where small consignments might be stored or mislaid. As a whole, the new warehouse is a credit to the Miller company and to the city of Philadelphia, which can no longer be said to be without a modern fireproof warehouse for household goods.

Moores & Dunford in Receivers' Hands

Moores & Dunford, the firm of warehouse architects and engineers, which maintained offices in both New York and Chicago, and was well known in the transfer and storage industry, was petitioned into the hands of receivers early in January, the Central Trust Co. of Illinois being appointed receivers. The liabilities of the concern are said to be approximately \$25,000 while the assets are reckoned at \$7,000. It is not known what either Charles E. Moores or F. H. Dunford, who were the heads of the company, will engage in. The Moores & Dunford Co. had built and financed many of the modern household goods and mercantile warehouses in the various cities, but the appointment of a receiver for the concern is understood not to be in any way connected with the activities of the warehouses which they backed, and should not affect these warehouses in any way.

S. G. Ebert and J. H. Meseroll, who had charge of the eastern territory for Moores & Dunford, being located in New York City, severed connection with that firm some time ago and have branched out for themselves into the field of designing and erecting warehouses, the firm name being Ebert, Meseroll & Co. Both these young men are well and favorably known among warehouse-

men, particularly in the east. Both are graduates of Princeton University in the Engineering Department, and Mr. Ebert studied architecture in Europe for 2 years after graduating from Princeton. Mr. Meseroll was formerly associated with the General Electric Co., having charge of their department of building equipment in the west.

In addition to their technical knowledge of engineering and designing, both have a well developed knowledge of the warehouse business, gained through their experience with Moores & Dunford. The offices of Ebert, Meseroll & Co. are at 43 Exchange Place, New York City.

New York Motor Truck Tax Raised 100 to 700 Per Cent.

The New York State tax on commercial motor vehicles for 1917 is to be increased from 100 to 700 per cent., according to the weight of the trucks, the Secretary of State having acted upon the recommendation of a committee appointed by the Legislature. Motor truck owners who formerly were required to pay \$5 for a State license will be taxed \$10 in 1917, while some of those who formerly paid \$10 will be charged as high as \$70 when they apply for a renewal of licenses. The new scale of prices will go into effect on February 1.

At the office of the automobile department of the Secretary of State it was said that blanks giving the new prices were being printed and would be sent to the owners of motor trucks before the end of the week. The committee that recommended the increase was composed of the State Engineer, the Commissioner of Highways and the Superintendent of Public Works. According to the Secretary of State's office, the new prices will be ratified by the Legislature, but such ratification is not necessary for the prices to become law.

The new tax list follows: Commercial trucks weighing 2 tons or less, \$10; 2 to 3 tons, \$15; 3 to 4 tons, \$20; and so on up to 14-ton trucks, which will be required to pay \$70.

Teamsters Seek Through Routes

Boston teamsters and shippers of heavy traffic showed great interest in the public hearing held by the Chamber's Committee on Snow Removal, making two additional suggestions for the committee's tentative plan for prompt action by the city's street department after storms. The committee is now at work revising its list of streets preparatory to submitting it to the mayor.

George F. Stebbins, secretary of the Master Teamsters' Association, spoke in favor of outlining one main artery between North and South Stations, to be kept clean for heavy teaming. He also advocated the plan of cleaning up the snow as it falls, thus preventing it from freezing into a layer of ice.

Edwin T. Frost asked for consideration of the teamsters who use runners instead of wheels. He suggested

an additional route between the two terminals for such concerns, declaring that the city could easily make this possible by dumping a few loads of snow each day on the crossings which had been cleared.

W. S. Sullivan, roadmaster for the Boston Elevated, promised the co-operation of the road in any plan that might be agreed upon, and Superintendent Joseph J. Norton of the city's street cleaning department declared that the city stands ready to go as far toward following the Chamber's suggestions as his department is financially able.

Work Horses Honored With Christmas Dinner

Work horses of Washington, D. C., on December 26 were treated to the second annual Christmas dinner arranged by philanthropic equine lovers of the city. Oats, fodder, carrots, apples and other dainties not usually served to laboring classes of animals were on the menu.

During the dinner hours many teamsters and cart drivers took their beasts to the horse show grounds, where the manger feast was spread, with plenty of food for 1,000. A few high-blooded horses, ridden or driven by wealthy owners, were among the guests.

City Laws on Street Traffic Held Invalid

Holding that all municipal ordinances of California cities regulating street traffic are invalid, Superior Judge Finlayson on December 15 refused to permit Los Angeles traffic ordinances to be introduced in evidence in a suit involving an automobile accident. While stating that he had not given the question as careful consideration as he would have done had the outcome of the suit depended on the particular point, it was his opinion that it was the intention of the Legislature that the State vehicle law should regulate the traffic on all public highways, and that the use of the public streets is not a municipal affair.

The District Court of Appeal of the Third District has already decided that cities not under freeholders' charters have no power to pass ordinances regulating traffic. In municipalities governed by charters, said the court, the only ground on which traffic ordinances could be passed by the city councils is that the regulation of traffic is purely a municipal affair. While the Supreme Court has held that the opening or paving of a street, being a local improvement, is a municipal affair, Judge Finlayson declared that the highways are open to the free use of all citizens of the State as well as of the municipality; that a citizen of another city has equal rights on the streets of Los Angeles as citizens of this city, and that therefore the city charter is not paramount to the State laws, and that the State laws, not city ordinances, shall prevail and be enforced by the municipalities through their police power. A question very much of the same

character was decided by Superior Judge Wilbur in the same manner a year ago, and the matter is now before the Supreme Court for final determination.

The suit in which the interesting ruling was made was instituted by Andrew Park, an attorney and manager of the California Independent, against Dr. Thomas J. Orbison. Park asked \$50,000 damages for injuries received when he was struck by Dr. Orbison's car at First and Hill streets, December 16, 1914. Judge Finlayson gave judgment in favor of Park for \$1,000, and in deciding the case made several interesting rulings as to the law in this State relative to the liability of an automobile driver and a pedestrian. These were:

If the windshield of an automobile obstructs the view of the driver by reason of drops of rain collecting on it, or if the driver is blinded by a light from ahead or reflected from the windshield, it is his duty to stop at street crossings. If a pedestrian observes an approaching automobile in one direction, and apprehending danger only from that direction, does not look to the other side, he is not guilty of contributing negligence, per se, but the question as to his negligence is a matter of fact for the court of jury, to be determined by the circumstances.

Proposed Advance in Compensation Rates

A joint session of the Manual Committee of the National Workmen's Compensation Service Bureau and the Standing Manual Committee, composed of representatives of rating boards and insurance departments of various states, was held on January 4 at the New York offices of the Bureau for the purpose of defining the best methods of carrying out the revision of the rate manual with a view of placing compensation insurance rates upon a more nearly adequate basis. This action is being taken in conformity with the suggestion contained in the recent statement by the New York Insurance Department, showing that rates, at least in this state, are inadequate, as the loss ratio is steadily advancing. Acting upon the suggestion of the Insurance Department's circular as to the needs of more adequate rates, the Bureau at its annual meeting in December referred the question of rate revision not only for New York State but for the entire country in so far as the Bureau formulated the rates therefor to the Manual Committee.

This committee met in joint session with the Standing Manual Committee, and it was agreed on behalf of the Bureau to delegate to the Standing Manual Committee the authority to revise the rate manual on behalf of the Bureau, provided that for the purpose of making the work more comprehensive the Standing Manual Committee be enlarged by the addition of four members, two to be representatives of stock companies and two to be representatives of mutual companies.

This plan was tentatively agreed to by the Standing Manual Committee, subject to the approval of the

organizations of which it is composed. The stock company additions to the committee are to be appointed by the National Workmen's Compensation Service Bureau and the mutual company representatives are to be named by the Employers' Mutual Casualty Federation. When this is approved the enlarged committee will immediately undertake the work of revising the rate manual. It will most likely use the offices of the Bureau for its sessions so as to afford it the benefits of the co-operation of the Bureau's plant and statistical data. To what extent the rate revision will be carried or how much above the present rates the new schedule will be, is uncertain, as it is entirely left in the committee's hands. The work will be quite extensive so that it will be several weeks at least before the new rates can be formulated.

Predicts Advance in Price of Gasoline

That the upward movement of the price of gasoline which occurred a year ago, will be duplicated during the coming months, was the opinion expressed on January 4 by the president of one of the largest oil companies. He pointed out that the Middle West advances of from 1 cent to 3 cents a gallon had already been made in the price of gasoline, although recently there has been no change in the Metropolitan district. He said that all conditions indicated that refiners would shortly have to bring their prices up. Among the more important factors which he mentioned as likely to contribute to the rise are the following:

1. Domestic consumption is increasing rapidly and during the next few months will be augmented by the introduction of many new automobiles. The price advance will be most marked in the spring.

2. The supply of oil which most of the companies have on reserve is comparatively small and will not be sufficient to enable them to meet the spring demand without raising prices, unless new production is developed on a scale that now seems unlikely.

Demand Has Overtaken Output

3. The reason stated for the decline in prices following the rise in 1916 was that production outdistanced the growth in consumption and that temporarily there was a condition of overproduction, which did not, however, lead to the building up of large reserves. Since that time drilling has been going on constantly, but the demand has overtaken the output.

4. Crude oil prices have tended steadily upward recently and this advance must later be reflected in the price of gasoline.

Just how far the advance in price of gasoline may be expected to go the official questioned was unwilling to estimate.

"Conditions are so variable that it is impossible to state just what level the price will reach," he said, "but it is my opinion that unless the situation becomes radically

different from what it is today we will see a steady upward movement extending as the demand expands. Whether there will be a reaction as there was last year, cannot be determined now, but depends entirely upon what additions are made to production and what the increase in demand is."

Date of Advance Not Known

At this time in 1916 the upward movement had already been under way for several months, starting from about 16 cents in the summer of 1915, but the greatest impetus was not attained until after the opening of 1916. Following this there was a monthly advance of 1 cent a gallon in the local price until the spring was well under way. The price at present is at the same level, 22 cents a gallon, as it was after the first advance in 1916.

It was suggested that many of the refineries had extended their plants within the last 12 months and that this might affect the available supply. The official interviewed stated that this was a fact, but that even with the additional output it was improbable that the demand could be met at present prices. Just how soon an advance will be made in the territory in which New York City is situated he was unable to say.

In the discussion arising from the advance in price of gasoline a year ago much emphasis was placed upon the influence of the export movement and during the investigations which took place at that time the suggestion was brought prominently forward that an embargo be placed on the shipment of gasoline abroad. It was stated yesterday that the export movement was insignificant in relation to the domestic demand and would not be an important factor in any rise in gasoline prices that might occur. The following statistics show the volume of petroleum exports during October and the ten months ended October:

EXPORTS FOR TEN MONTHS

(In gallons)

	1914	1915	1916
Crude oil.....	104,575,475	133,883,313	142,865,888
Illumin'g oil.....	867,323,868	716,025,453	719,727,168
Lubricat'g oil....	163,731,089	202,651,858	225,605,966
Gasoline.....	140,275,273	98,473,920	137,166,440
Other naphthas..	39,349,222	132,815,081	171,462,351
Residuum, including tar.....	67,413,464	12,179,981	6,524,374

EXPORTS FOR OCTOBER

(In gallons)

	1915	1916
Crude oil.....	12,517,427	14,620,735
Illuminating oil.....	70,657,867	79,414,772
Lubricating oil.....	18,193,621	19,675,957
Gasoline.....	6,642,046	13,309,695
Other naphthas.....	11,857,595	16,501,794
Residuum, including tar.....	101,094	74,686

New York Association Holds Annual Meeting

The New York Furniture Warehousemen's Association will hold its annual meeting in the rooms of the Aldine Club on the fourteenth floor of the Fifth Avenue Building, at Fifth avenue and Twenty-third street, New York City, on January 15. The regular business meeting will begin promptly at 4 p. m., when many interesting and important topics will come up. The annual reports of the officers and committees, and the election of officers will have the attention of associate as well as active members.

At 7 p. m. a special dinner will be served in the club rooms, this to be followed by an entertainment. The New York association's annual meeting has always enjoyed a good attendance, the record being broken in 1916. It is believed that this year a new record will again be established.

To Alter Bonded Merchandise Storage Rates

Appointed by the New York Merchants' Association, the warehousemen and the Chamber of Commerce, committees for the revision of the storage charges on merchandise which enters this port and is not claimed, and, therefore, held under general orders, will co-operate with Dudley F. Malone, Collector of Customs of the Port of New York, in making a study of the rates now in force. The committees were appointed as a result of petition by the warehousemen of Manhattan, Brooklyn and New Jersey. They urged that the storage charges should be raised to keep pace with the increased labor and maintenance costs. An official connected with the office of Collector Malone on January 4 explained that the merchandise on which the warehousemen want storage charges increased, consists of goods sent to bonded warehouses under general orders.

Procedure in Handling Goods

"Under the bills of lading of most steamship companies, goods are immediately subject to general orders if they are not claimed and called for," said the officer. "A 'lay order' is generally applied for which extends the general order for 48 hours, during which the importers are supposed to make entry of the goods. If they fail to do so, the goods are sent by order of the Collector to general order warehouses. A United States storekeeper is in charge of these warehouses, and the importer must pay storage, cartage and labor costs for this storage in the bonded warehouse. If the goods are unclaimed at the end of a year, they are sold by the Collector at auction, the storage charges and duties are paid, and the remainders, if there are any, are turned over to the importer.

"The storage charges and rates on this class of goods are determined not by the warehousemen, but by the Collector of the Port working in co-operation with just such committees as have recently been appointed. On

July 26, 1904, the Collector, in conjunction with committees from the Merchants' Association, the New York Chamber of Commerce, and the warehousemen, established the present rates of storage. Eight or 10 months ago the bonded warehousemen appealed to the Collector saying that the rates were too low under present conditions. The joint committee which has been appointed will merely make a study of the various costs which enter into storage and will suggest revisions of the rates."

Representatives of Big Warehouses on Committee

A member of a dock and warehouse company said that the committee appointed by the warehousemen consisted of two representatives from Manhattan, two from Brooklyn and one from New Jersey. The firms which have members on this warehousemen's committee are the Bush Terminal Co., the New York Dock Co., the Fidelity Warehouse Co., Campbell Stores and Baker & Williams.

Don'ts for Truck Drivers

Don't try racing with a touring car; your truck was built for strength, not speed.

Wash your truck frequently; a dirty-faced delivery car spoils a lot of your employer's printed advertising.

Don't neglect a squeak; noise is a protest against disuse of squirt can and grease gun.

Street car tracks are nice for springs but hard on tires—and steel costs less than rubber.

Don't keep extra spark plugs and other delicate parts in with wrenches and jacks; the hash they make isn't a good truck diet.

Don't neglect a loose part, even though it seems to operate more freely that way.

Don't take it in one load if it should be handled in two; a single straw overload broke the well known camel's back.

Letting her coast full tilt down this hill only means harder pulling to get her up the next one.

Don't forget to watch the fellow ahead; a slow stop on your part nearly always costs you a punctured radiator.

Use your brakes when getting "spotted"; platforms were built to load from, not for bumping posts.

Don't drive too close to the curb; edge-trimming is a fine institution for pie crusts, but too expensive for truck tires.

The steering wheel is vastly important, but it is well also to give the grease cups an occasional turn.

Don't slide the rear wheels when stopping; rubber pavement polishers are too much of a luxury even for your boss.

Make haste slowly—especially when going around corners on a slippery pavement.

Don't let the motor idle while you're making a delivery; the radiator won't freeze during a reasonable stop.—Packard Motor Car Co.

News From Everywhere Briefly Told

ALBANY, N. Y.

Security Storage & Warehouse Company

Storage Buildings, Fireproof and Non-Fireproof; buildings to let with direct track connections, suitable for any purpose; local branches; manufacturing plants; teaming, transfer and storage.

Correspondence solicited

James G. Perkins, Mgr., P. O. Box 118

ATLANTA, GA.

Cathcart Transfer & Storage Co.

Moves, Stores, Packs, Ships
Household Goods Exclusively

Office and Warehouse
6-8 Madison Ave.

BOSTON, MASS.

35 Years Established

T. G. BUCKLEY CO.

Furniture and Piano Movers

MOTOR TRUCK SERVICE

Fireproof Storage

Office and Warehouse, 690 Dudley St.

Winter Hill Storehouse

Storing, packing and shipping
household goods and merchandise

176 WALNUT ST., SOMERVILLE
BOSTON, MASS.

BUFFALO, N. Y.

Buffalo Storage and Carting Co.

STORAGE, TRANSFER
AND FORWARDING

Warehouse on New York Central Tracks

O. J. Glenn & Son

Everything in the Line of Moving,
Carting, Packing, Storage

Office, 47 W. Swan Street
Buffalo, N. Y.

Niagara Carting Company

223 Chamber of Commerce

GENERAL CARTAGE & STORAGE

Transferring Car Loads a Specialty

I. C. Totman has bought a half interest in the draying business of W. A. Sweetland at Colusa, Cal.

B. F. Goodrich Co. has issued a little booklet entitled "Devices That Make for Motor Truck Efficiency." This is a reprint from "Motor Trucks of America," gotten out by the Goodrich company early in the year. This booklet will probably meet with a warm reception from motor truck owners who were unable to obtain copies of "Motor Trucks of America."

Chicago warehousemen were greatly interested in the recent three-cornered political fight for States attorneyship, and judging from the plurality of the Democratic candidate, it would seem as though the humble efforts of the warehousemen were not without some results, writes M. A. Carroll, of the Empire Express, Storage & Van Co. The warehousemen organized the Maclay Hoyne Warehousemen's Club to back their candidate.

New Jersey Warehousemen's and Van Owners' Association has changed its meeting night to the third Wednesday in each month. The meeting place is the New Auditorium at Orange and Broad Streets, Newark, N. J.

E. F. O'Brien Lumber Co., Winona, Minn., has started in the storage business on a small scale.

Jarboe Bros., Baltimore, Md., lost four horses, together with stable equipment, a touring car and several tons of hay in a disastrous stable fire on the night of October 27. The stable will be replaced with a modern garage, motor equipment exclusively being used.

Beardmore Transfer Co., Spokane, Wash., presented each of its employees with a turkey at Christmas time.

A. B. C. Storage & Moving Co., Houston, Tex., has increased its capital stock from \$3,500 to \$9,000.

O. K. Transfer & Storage Co., Oklahoma City, Okla., gave Christmas bonuses to its employees amounting to \$600. Each employee received a sum which varied from \$10 to \$30.

The Board of Public Utilities of California has been instructed by the Los Angeles (Cal.) Council to prepare a schedule of rates that should properly be charged for the carrying of baggage. The city attorney was instructed to prepare an ordinance making it a misdemeanor to sidetrack any cars within a residential district for the purpose of loading or unloading freight, without a permit from the Council.

CANTON, O.

Cummins Storage Company

310 East Ninth Street

STORAGE, DRAYING, PACKING AND
FREIGHT HANDLING A SPECIALTY

Unsurpassed Facilities for Handling Pool Cars

CHICAGO, ILL.

Bekins Household Shipping Co.

Reduced Rates on

Household Goods, Automobiles and
Machinery

General Offices, 38 So. Dearborn Street, Chicago
New York, Boston, Buffalo, Cincinnati

JUDSON

Freight Forwarding Co.

Reduced Freight Rates on Household Goods and Automobiles to and from the West

Offices:

CHICAGO, 443 Marquette Building
BOSTON, 640 Old South Building
NEW YORK, 324 Whitehall Building
PITTSBURG, 435 Oliver Building
ST. LOUIS, 1501 Wright Building
SAN FRANCISCO, 855 Monadnock Bldg.
LOS ANGELES, 518 Central Building

CLARKSBURG, WEST VA.

Central Storage Company

STORAGE, PACKING, SHIPPING

Special facilities for distributing car lots
Mdse. to Central part of West Virginia

CINCINNATI, OHIO

"STACEY FIRST"

for

STORAGE, HAULING,
PACKING, SHIPPING

Fireproof and Non-Fireproof
Buildings

Service Guaranteed
Correspondence Solicited

The Wm. Stacey Storage Co.

2333-39 Gilbert Ave. Cincinnati, Ohio

CLEVELAND, OHIO**THE LINCOLN FIREPROOF
STORAGE CO.**

5700 EUCLID AVENUE
5 MODERN WAREHOUSES
15 AUTOMOBILE MOVING VANS
Service and Satisfaction Guaranteed
Cleveland, Ohio

"The NEAL"

7208-16 Euclid Avenue, Cleveland, O.
Modern Fireproof Buildings
Service Complete
Carload Consignments Solicited

DAVENPORT, IOWA**EWERT & RICHTER EXPRESS &
STORAGE CO.**

Fireproof Storage Warehouses on Track
Storage, Distributing, Hauling,
Pool Cars, Auto Storage
Handle Merchandise and Household Goods
Best Service, Correspondence Solicited

DENVER, COL.**THE WEICKER
TRANSFER AND STORAGE CO.**

Office, 1017 Seventeenth Street
New Fireproof Warehouse on Track
1447 to 51 Wynkoop Street
Storage of Merchandise and Household Goods
Distribution of Car Lots a Specialty

DES MOINES, IOWA**Merchants Transfer & Storage
Company**

WAREHOUSEMEN AND FORWARDERS
General Offices - - - - - Union Station

EL PASO, TEX.**WESTERN TRANSFER
& STORAGE COMPANY**

220-26 S. STANTON ST.
Forwarders and Distributors—Trucking of all kinds—
Distribution Cars a specialty. Warehouse
on Track
ONLY FIREPROOF STORAGE IN EL PASO

ERIE, PA.**The Erie Storage & Carting
Company**

Packers of Pianos and Household Goods, Storage,
Carting and Parcel Delivery
Warehouse Siding, switching to all lines

A spirit of hospitality cost Clifton R. Cranson \$500. Cranson invited Albert Kaiser into a Grand River roadhouse for a glass of beer and a plate of beans. Kaiser was moving Cranson's household goods in a hayrack and while he was partaking of his employer's hospitality the horses ran away and tossed the furniture into a ditch. Cranson attempted to collect damages to the extent of \$500. The court ruled he could have collected except for the fact that he lured Kaiser from his duty of watching the horses by his offer of beans and beer.—"Rad."

Stine Transfer Co., Pomona, Cal., which is making preparations to move from the Lewis block to the First street brick building which it recently purchased for a storage house and office, has more than a thousand dollars' worth of burlap on hand. The stuff is used for wrapping furniture which is to be stored or packed for shipment. Under normal conditions the supply would only be worth half that amount, but the war prices have inflated the cost, and it required a considerable investment now for the company to keep packing materials on hand.

Pioneer Transfer Co., Oxnard, Cal., has moved its office and storage warehouse to 300 South Fifth street, the new location affording increased facilities for the receipt and storage of merchandise and household goods.

M. E. Nugent has taken over the Scheiwe Storage Co. at Toledo, Ohio.

Holbrook Auto Transfer Co., Holbrook, Ariz., has purchased the equipment and business of the Western Transfer Co. of that city.

Pioneer Transfer Co., El Centro, Cal., has leased property adjoining the tracks of the Southern Pacific Railroad in El Centro, and will erect a \$15,000 warehouse building thereon. The building will have a capacity of 7,000 square feet of storage space, and will be provided with private rooms for household goods.

Melvin Grimmer, head of the transfer and storage company of that name at Spokane, Wash., has been chosen chairman of the county charity advisory board.

Frank Devlin, who was engaged in the trucking business in Brooklyn, N. Y., for several years, died at his home in that city on December 30.

Merchants Transfer & Storage Co., Topeka, Kans., suffered a loss of \$2,000 in a warehouse fire which destroyed \$8,000 worth of paper belonging to local publications on December 24.

Virgil F. Ghormley has sold his interest in the Enterprise Dray Line, Enterprise, Ore., to W. C. Fleener & Sons, who will continue the business under the Enterprise name, and at the same office in River street.

Henry Linegar, who has been engaged in the trucking business at Ritzville, Wash., for several years sold out to Charles Crampton.

J. H. Pickell of Rockwell, Iowa, has sold his drayage business to Max Tellsman.

FORT WAYNE, IND.**Brown Trucking Company
MOVING, CARTING, STORAGE
AND DISTRIBUTING**

125 West Columbia Street

FORT WORTH, TEX.**Binyon-O'Keefe Fireproof
Storage Co.**

265-7 West Fifteenth Street
Receivers and Forwarders of Merchandise
Furniture Stored, Packed and Moved
Handling "Pool" Cars a Specialty

HARTFORD, CONN.**The Bill Brothers Company
TRANSFER & STORAGE**

Special Facilities for Moving Machinery, Safes, Furniture, Pianos, etc. STORAGE WAREHOUSES with separate apartments for Household Goods and Railroad Siding for Carload Shipments

**The ROGER SHERMAN
TRANSFER CO.**

LOCAL AND LONG DISTANCE
MOVING

PACKING STORAGE

HELENA, MONT.**Benson, Carpenter & Co.
RECEIVERS & FORWARDERS**

Freight Transfer and Storage Warehouse

HANDLING "POOL" CARS A SPECIALTY
Trackage Facilities

HOUSTON, TEX.**WESTHEIMER
WAREHOUSE COMPANY**

STORAGE & DISTRIBUTING

Fireproof Warehouses. Separate Locked Rooms

LEOMINSTER, MASS.**W. K. MORSE**

LIGHT AND HEAVY TRUCKING
OF ALL KINDS

Office and Stables, rear 83 Mechanic Street
Residence, 147 Whitney Street

MANSFIELD, O.**COTTER
TRANSFER & STORAGE
Company**

GENERAL HAULING & STORAGE

MINNEAPOLIS, MINN.

Cameron
Transfer & Storage Company
 420 Second Ave. So.
 Unsurpassed facilities for Storing, Handling, Transferring and Forwarding Merchandise and Household Goods
Fireproof Storage

MONTREAL, CANADA

Meldrum Brothers, Limited
 Cartage Contractors
 Established 1857
 Office, 32 Wellington Street
 Unexcelled facilities for the teaming of car load, steamship importations and heavy merchandise.

NEW LONDON, CONN.

B. B. Gardner Storage Co., Inc.
 18 BLACKHALL STREET
PIANO AND FURNITURE
PACKER, MOVER & SHIPPER
 Safe Mover—Freight and Baggage Transfer.
STORAGE

NEW YORK CITY

Julius Kindermann & Sons
FIREPROOF STORAGE WAREHOUSES
 Storage for Household Effects, Automobiles, Etc.
 1360-62 Webster Ave., near 170th Street

The Meade Transfer Company
 General Freight Forwarders
 Transfer Agents of the
 Pennsylvania R.R. and Long Island R.R.
 Main Office, P. R. R. Pier 1 N. R.

 **Morgan & Brother**
 Storage Warehouses
 Motor Vans
 230-236 West 47th Street
 New York City

West End Storage Warehouse
 202-210 West Eighty-Ninth Street
 Moving, Packing and Shipping, Storage Warehouse and Silver Vaults
NEW YORK CITY

B. Gammell and **J. Watson** have purchased the transfer and storage business of the Bellevue Transfer Co., 939 West Eighth street, Los Angeles, Cal.

Seehorn Storage & Transfer Co., Spokane, Wash., is among the new incorporations during December.

Hartley Pickles has purchased the trucking business for many years conducted by **Charles E. Smith** at Clinton, Mass. The name of the new firm will be **Hartley Pickles & Sons**.

George Oliver Moore, formerly engaged in the trucking business in both New York and Philadelphia, died at his home in Brooklyn on December 19, aged 88 years.

Timroth Teaming Co., Chicago, Ill., lost twenty-four motor trucks in a garage fire at Chicago on December 20.

Roy Gordon has purchased the drayage business of **Joseph Mateer** at Cromwell, Ia.

Schwartz Van & Delivery Co., 350 East Sixty-fourth street, New York City, has been elected to active membership in the New York Furniture Warehousemen's Association. The New Bedford Storage Warehouse, 152 Front street, New Bedford, Mass., and the Lansing Storage Co., 410 North Washington avenue, Lansing, Mich., have been elected to associate membership.

Transfer and Storage appreciates the thoughtfulness of the following friends from whom New Year's and Christmas cards were received: **S. T. Karns Sons Co.**, Franklin, Pa.; **Tonnies Transfer & Storage Co.**, Joplin, Mo.; the **Western Transfer & Storage Co.**, El Paso, Tex.; the **Hoeveler Warehouse Co.**, Pittsburgh, Pa.; **John T. Lester** of the **Lester Storage & Cartage Co.**, Toronto, Ont.; **M. C. Peters Mill Co.**, Omaha, Neb.; **C. W. Milbauer** of the New York office of the **Trans-Continental Freight Co.**, and the **Reo Motor Car Co.**

Z. L. Travis Co., Steubenville, Ohio, and the **Binyon-O'Keefe Fireproof Storage Co.**, successors to the **Binyon Transfer & Storage Co.**, Fort Worth, Tex., are the only firms in the transfer and storage business that have sent 1917 calendars to **TRANSFER and STORAGE**.

R. U. Leonori Auction & Storage Co., St. Louis, Mo., suffered fire damage to a small amount on January 9, when fire broke out in furniture on the fourth floor of the fireproof storage warehouse at Grand and Laclede avenues.

Colquitt Warehouse Co. warehouse at Moultrie, Ga., was destroyed by fire on January 8. Seven hundred bales of cotton in the warehouse were consumed. The loss is estimated at \$85,000, with insurance of about half that amount.

Cleveland Storage Warehouse Co., Cleveland, Ohio, warehouse partially collapsed on January 9, injuring three persons. The warehouse was a five-story mill-construction building.—"Rad."

Werner Bros. Fireproof Storage Co., Chicago, Ill., has resigned from membership

NIAGARA FALLS, N. Y.

WILLIAM YOUNG
TRANSFER AND STORAGE OF
HOUSEHOLD GOODS
Machinery and Safe Moving a Specialty
"Unexcelled SERVICE"

OIL CITY, PA.

Carnahan Transfer & Storage
COMPANY
STORAGE AND PACKING

PARKERSBURG, W. VA.

Parkersburg Transfer & Storage Co.
 101-113 ANN STREET
 Distributing and Forwarding Agents
 Track in Building

PITTSBURGH, PA.

Haugh & Keenan
Storage & Transfer Company
 Center and Euclid, East End
PITTSBURGH, PA.

HOEVELER
Warehouse Company

Movers and Storers
 4073-4075 Liberty Ave., Pittsburgh, Pa.

Weber Express & Storage Co.
 4620 Henry Street

Moving, Packing and Storing of Furniture and Pianos
GENERAL HAULING

MURDOCH
Storage & Transfer Co.

Successor to
W. A. Hoeveler Storage Company
 Office and Warehouses
 546 NEVILLE STREET, PITTSBURGH, PA.

J. O'NEIL, EXPRESS AND STORAGE
 813 W. Diamond Street, Northside
 Unsurpassed Facilities for Storing Handling, Transferring and Forwarding Goods

PORTLAND, ME.**Chase Transfer Company**

General Forwarding Agents

Eastern Steamship Company, Maine Steamship
Company, Grand Trunk Railway

Special Attention to Carload Consignment

PORTLAND, ORE.**Northwestern Transfer Co.**

64 and 66 Front Street

GENERAL FORWARDING AGENTS

Special Attention Given to "Pool" Cars

SPRINGFIELD, MASS.**Central Storage Warehouse**STORAGE AND DISTRIBUTING
PACKING, CARTING, SHIPPING

in the American Warehousemen's Association.

Seaboard Wharf & Warehouse Co.,
Portsmouth, Va., has been elected to membership in the American Warehousemen's Association. The office of this company is at First and Wythe streets, Portsmouth.**Long Island Storage & Warehouse Co.**
building at 883 Park avenue, Brooklyn, N. Y., was damaged by fire attributed to either spontaneous combustion or defective insulation on December 19. The fire originated on the fourth floor of the building. The loss was mainly to stored furniture and the building itself, and was approximately \$25,000.**Fidelity Storage & Transfer Co.**, St. Paul, Minn., lost the Annex Section of their Warehouse C through fire on November 22, in the first fire that the company has ever experienced. The loss was about \$15,000. The flames originated in a barn on an adjoining lot and communicated to the warehouse before being discovered. The firemen did good work in confining the conflagration to the Annex, although two cars on the warehouse sidetrack caught fire and considerable excitement was caused by the explosion of four drums of anhydrous ammonia. Part of the contents, and one cylinder of the same material, which did not explode, were blown eighty feet up the street.**Brokers Office & Warehouse Co.**, Kansas City, Mo., is arranging for the installation of a cold storage system in a part of their building at Union avenue and Santa Fe street.**ST. LOUIS, MO.****Columbia Transfer Company**Special attention given to the
distribution of carload freight

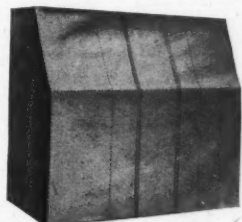
Depots:

St. Louis, Mo., and East St. Louis, Ill.

WORCESTER, MASS.**METROPOLITAN STORAGE
COMPANY**Storage for Household Goods
and Merchandise

Carload Consignments Solicited

The work undertaken now will include the refrigerating of about 200,000 cubic feet.

Public Service Commission of Maryland has no jurisdiction over warehouses, according to an opinion handed to the commission by its chief counsel. The opinion was based upon a communication from counsel for the Terminal Warehouse Co. of Baltimore.**Gordon Van & Storage Co.**, Omaha, Neb., has awarded a contract for the construction of a new warehouse adjoining its present plant at Ninth and Davenport streets, the cost to approximate \$50,000.**Canvas Goods, Covers of All Kinds**

Piano Moving Cover

**LOADING
PADS**

Twine and Rope

Get Our Prices

WM. A. IDEN CO.564 Washington Boulevard
Chicago, Ill.

Will You
Kindly Mention
TRANSFER and STORAGE
in Writing to
Advertisers?

*Announcement***EBERT, MESEROLL & CO.**
Architectural Engineerstake pleasure in announcing the opening
of their new offices at**43 Exchange Place**
NEW YORK CITYwhere they will continue the work of specialization in the design and construction of modern fireproof warehouses until lately carried on by **MOORES & DUNFORD**, of Chicago.

TELEPHONE 6935 HANOVER

The Exchange

A DEPARTMENT OF TRADE AND EMPLOYMENT OPPORTUNITIES FOR TRANSFER-STORAGE-AND-WAREHOUSE BUSINESS

Another Service

Until further notice, all For Sale, Help Wanted, Positions Wanted and other similar advertisements, not exceeding forty words, will be published in three successive issues without charge. This offer applies only to individuals and firms actually engaged in the transfer and storage business who are paid subscribers of TRANSFER and STORAGE. We reserve the right to reject any advertisement. Advertisements may be worded so that replies go direct to advertisers or through our office. If answers are to come through our office kindly enclose 10 cents in stamps to cover cost of postage on replies forwarded to you.

FOR SALE

FOR SALE: Controlling interest or a part interest in the best transfer, storage and teaming business in Southern California. (Incorporated). Fully equipped in every line. This is a great chance for a live one. For particulars, address D. B. Furlow, 809-11 Fairview Ave., South Pasadena, Cal.

Nov.—3t

FOR SALE: Two three-story brick buildings, connected, 40x90 and 30x115; R.R. siding along entire building and into same, with storage now on hand. Will sell property on easy terms. Rent for a term of years, or will consider partner that is capable of assuming management of the business. Centrally located in one of the best cities in Ohio. Business capable of large expansion. Open to fullest investigation. Property can be purchased at one half its real value. Address W. H. Davis, 283 Main St., Ashtabula, Ohio.

Nov.—3t

FOR SALE: General transfer business in a busy city of 15,000. Horses and auto trucks. Address Box 118B, c/o TRANSFER and STORAGE, 35-37 W. 39th St., New York, N. Y.

Nov.—3t

FOR SALE: Three furniture moving vans, in good repair. Length about 14 feet, width 5 feet. Also two sets of double harness. Bargain in one or all. Address R. U. Leonori Storage Co., Grand and Laclede Ave., St. Louis, Mo.

Dec.—3t

FOR SALE

FOR SALE: To close an estate, the best established Furniture Warehouse business, including warehouse appurtenances and good will, in a city of 500,000 in the East. No bargain proposition but a reasonable price will be considered. Address B. G. M., care TRANSFER and STORAGE, 35 West 39th St., New York City.

Dec.—3t

FOR SALE: A first-class storage and transfer business. In fireproof building. Doing good business. Owner wishes to retire. Address Texas Storage Company, Beaumont, Texas.

Dec.—3t

FOR SALE: Business in British Columbia coast city, doing general transfer, storage and coal business. Incorporated, doing small but growing business. \$10,000 will handle this. Address P. O. Box 38, Prince Rupert, B. C., Canada.

Jan.—3t

FOR SALE: The only fireproof storage warehouse in Spokane, Washington. Six blocks from center of city on main thoroughfare, abutting on Northern Pacific Railroad tracks. The best Class-A building in the Northwest; just completed, and company soon to be incorporated for \$120,000. Failing health of owner is reason for selling. Address, Edward Pittwood, 503 Hyde Building, Spokane, Wash.

Jan.—1t

FOR SALE: The Wylie Transfer Company's outfit, consisting of seven head of horses, four drays and two Ford trucks, together with storage on hand. Nogales is the liveliest town on the "border." Full information given, also reasons for selling, on application to T. J. Wylie, 122½ Arroyo Blvd., Nogales, Ariz.

Jan.—3t

FOR SALE: I want to sell my business—QUICK—at a sacrifice price of five thousand dollars (\$5,000) cash. About eighteen hundred dollars of good accounts on books. One 3-ton motor van, 1 year old, in good condition. Income from storage about three times the amount of the monthly rental. Good lease, good building, best location in the city. Large increase in last six months' business. Owner leaving city. Address Owner, Box 120B, care TRANSFER and STORAGE.

Jan.—3t

FOR SALE: Four full-panelled 2 and 3-horse hitch padded furniture vans, stake wagon, express wagon, horses, harness, etc. Everything that we have to offer guaranteed to be high grade and in A-1 condition. Partial delivery at once, balance March 1st, upon receipt of our motor equipment. Security Storage Warehouses, Penn Ave. & Clayton St., Wilmington, Del.

Jan.—2t

WANTED

For the past eighteen years I have operated a Piano, Furniture, Safe and Machinery moving business but am now open for a position as manager or foreman for a progressive transfer company. Am a glutton for heavy work. When writing please state salary willing to pay a sober man. Address Manager, P. O. Box 247, Beverly, Mass.

Dec.—3t

WANTED: Particulars of new equipment for handling goods. Ideas exchanged. Will purchase money-saving appliances. Address E. W. Younger, Manager, Broad Chare Warehouse Company, Storage Contractors, Quayside, Newcastle-upon-Tyne, England.

Jan.—3t

WANTED: To purchase an established transfer and storage company in a real live city of twenty to fifty thousand. Must be doing a good paying business. Address PURCHASER, Box 121 C, care TRANSFER and STORAGE, 35 West 39th St., New York, N. Y.

Jan.—3t

WANTED:—First-class crater and general repair man. Sober and experienced. Write us fully what you can do. State references and salary expected. Steady employment. Huntington Transfer & Storage Co., 1027 4th Ave., Huntington, W. Va.

Jan.—3t

Two men delivered 17 pianos in one day with this truck.



W. T. SLEIGHT MFG. CO.
303 Wulsin Bldg. Indianapolis, Ind.

Read
"Another Service"
on This Page



Better Protection of goods in shipment and storage

The problem of protecting rugs, carpets, draperies, etc., against moths, mice, germs, while in storage or in transit, is solved by the use of

WHITE TAR PAPER

Made in two grades—Pine Tar and Cedar. Pine Tar for ordinary materials; Cedar for the finest fabrics. Put up in rolls of 12 sheets, each sheet 40 x 48, in full size and in continuous rolls 50 yds. to 1,000 yds. Also heavy tar bag paper cut 5 x 7 and packed 100 sheets to the carton.

We sell *Naphtaline* Moth Balls, Flakes Crystals, Powder and Blocks; Laverder Compound and Cedar Compound in one-pound and two-pound packages, 100-pound boxes and barrels.

Write today for price list and full information.

The WHITE TAR COMPANY
CLIFF & JOHN STREETS, NEW YORK, N. Y.



If This Catches Your Eye



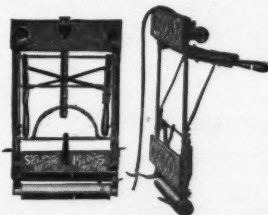
it will pay you to get a mental grasp of this idea—no horse nail holds a shoe like "The Capewell." It has half again the tensile strength of any other nail.

You benefit when your shoer uses *Capewell* nails. Best nail in the world at a fair price; not cheapest regardless of quality.

Don't forget the brand—"Capewell."

The Capewell Horse Nail Co., Hartford, Conn.
Leading Horse Nail Makers of the World

PIANO TRUCKS



7 Styles End Trucks

2 Styles Sill Trucks

Piano Hoists

Piano Covers

Wagon Straps

Would you care for a circular?

SELF-LIFTING PIANO TRUCK CO.
FINDLAY, OHIO



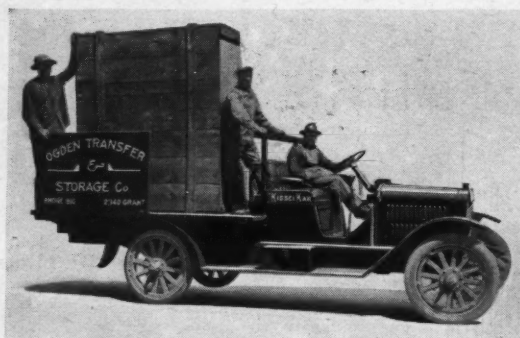
Mack TRUCKS

MACK worm drive trucks of 1, 1½ and 2 ton capacities serve an infinite variety of purposes. They are light, powerful, flexible trucks, equally suited for hauling ordinary farm products or the most mixed tonnage of city streets.

MACK trucks are found wherever sound business exists. They were the pioneers of American truck industry and are peers today.

*Complete line — 1, 1½, 2,
3½, 5, 5½, 6½, 7½ tons.
Tractor trailers 5 to 15 tons,*

International Motor Company
NEW YORK



Just as the Ogden Transfer & Storage Company chose KesselKar Trucks so will you after your first investigation

KesselKar Trucks are rapidly becoming the *only choice* among transfer and storage concerns who *demand the utmost in truck performance*. They recognize the necessity of putting their transportation department on an *efficiency basis* and *keeping it there*.

These are the concerns that are always ahead on delivery, not behind. They never disappoint their customers because their KesselKar Trucks never disappoint them.

You cannot afford to experiment with your transportation department. There is a KesselKar Truck built in the right size to fit your haulage requirements.

Let us send you truck information and data on how KesselKar Trucks will do this.

Kissel Motor Car Co., Hartford, Wis., U. S. A.

The matchless Kissel-built motor and perfected worm-drive rear axle are guaranteed with every KisselKar Truck.

KisselKar Truck branches, display rooms and service stations in all principal cities and towns.

Six sizes from the 1500-lb. Delivery up. Chassis prices \$950 to \$3350.

KISSELKAR TRUCKS

ESTABLISHED 1866
Manufacturers of
**HIGH GRADE VANS,
TRUCKS AND
TRANSFER WAGONS**

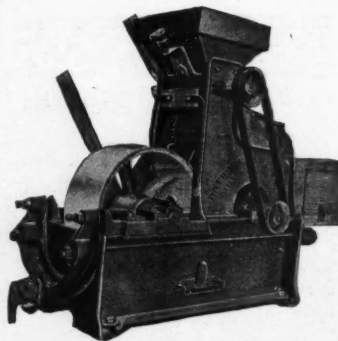


WHY WAIT:

Perhaps you will not be ready to buy a new wagon for several weeks. You are not quite ready to place the order now. Why not send for particulars on the K. & L. line, and have them right handy when you want them. Don't put it off. You have been intending to investigate this line that has so many conservative concerns on its list of customers. Do it before you do another thing. Write

KOENIG & LUHRS WAGON CO.

Quincy, Illinois



"Digestion First"

Send for "Digestion First" booklet. A work of art pointing out the road to wealth. Presenting complete records of savings by others and a list of users you know.

EXCEL MANUFACTURING CO.
POTTERSVILLE, NEW JERSEY

Makers of the National Oat Crusher

The Truck You Buy

is chosen only after it is proven to you that it is capable of delivering the goods at a minimum of cost for upkeep and operation.

Do you apply the same principle when you buy LIABILITY, COMPENSATION, TEAMS and AUTOMOBILE INSURANCE?

Get us to demonstrate and prove to you that our Reciprocal Plan will not only save money, but that you get 100% satisfactory service.

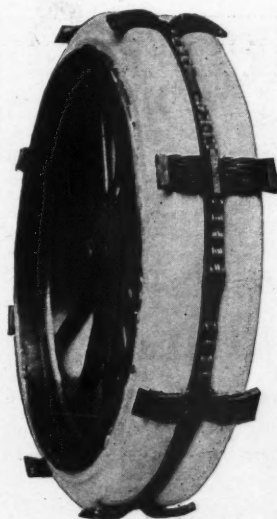
A special Warehousemen's Department. Address inquiries to **MARSHALL S. NEAL, Mgr., Warehouse Department,**

EMPLOYERS INDEMNITY EXCHANGE

Kansas City, Missouri

THE NEW TYPE NEVER-SKID

Causes Practically No Vibration



Will Not
Cut Tires

Cannot Foul
Drive Chains

Easy to Attach
and Detach

Prevents Skidding

Economical

*Safe, Certain and
Most Important
Will Give Traction
on Slippery
Highways*

WRITE TODAY FOR BOOKLET

Never-Skid Manufacturing Co.
122 Liberty Street New York

DENBY TRUCKS

FOR TRAIL OR PAVEMENT

THE internal-gear axle

as developed in the Denby provides a truck which it is almost impossible to "stick," even under the hardest road and load conditions. Its most remarkable showing is made when the truck gets off the paved streets.

Transfer and storage men who have to carry both bulky and heavy loads, appreciate the sturdiness of Denby construction, which extends to the smallest detail. They appreciate, too, the economy of the Denby power-plant, which makes a gallon of gas go farther than you thought possible.

A special department at the factory is ready to give you expert advice on the body best suited to your needs.

Four Denby models, ranging in rating from 1 ton to 2½ tons.

Write for special transfer and storage folder.

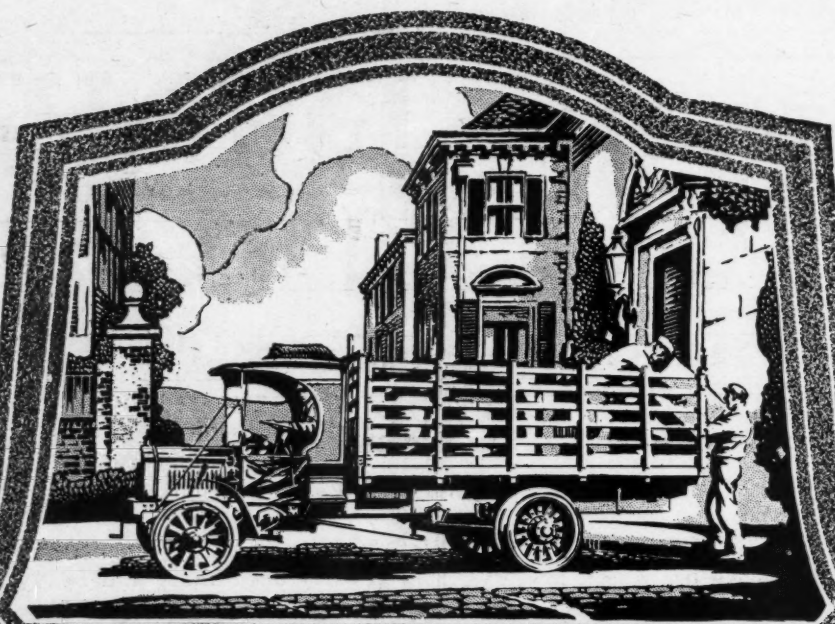
Denby Motor Truck Company

Dept. O, DETROIT, MICHIGAN

Here are a few of the many concerns in your line using Denby trucks:

Farley Bros. Transfer Co., Lexington, Ky.; Baggage Transfer Service Co., Portland, Oregon; Illinois Transfer & Express Co., Chicago; Golden Storage Co.; Detroit; Tom O'Brien, Lebec, Calif.; Harry Hand, bus line, Springfield, Mass.; E. G. Helgesen, Bellevue, Wash.; Quick Service Co., Detroit; Paterson's Express, Scranton, Pa.; C. E. & A. P. Gobb, Denmark, Me.; Shoe City Express, Brockton, Mass.; Brown's Chelsea Express, Chelsea, Mass.; Milford Express, Milford, Mass.; Harris Express, Hartford, Conn.





“Very economical—and they have given us the finest kind of service.” Thus Stone’s Express, of Boston, which transports 500 tons of freight daily, sums up its experience with Packard chainless trucks. “Our first Packards have been operating every day, except Sunday, for three years, without interruption or delay. Last spring, in mud time, on one hauling job, each truck moved 20 tons a day and covered 70 miles.” Ask the man who owns one—and see our dealer.

Packard
TRUCKS

NILES MOTOR TRUCKS

are built in two sizes—One-Ton and Two-Ton—and sold *“Direct from Factory to User,”* through our own Sales Organization, thereby eliminating the middleman and saving you the dealers’ discount on your original investment.

Niles Truck bodies and cabs are built in our own completely equipped Body Department from the very best quality of air seasoned stock.

Our Service Stations, located in all of the large cities where we are concentrating our sales, stand ready to give SERVICE at all times.

Our booklet, “Service and the Marketing of Motor Trucks,” explains in detail our Sales and Service Plan. Write for it

THE NILES CAR & MANUFACTURING COMPANY
NILES, OHIO, U. S. A.

QUALITY POINTS

The Continental Motor, Timken David-Brown Worm Drive Rear Axle, Timken Bearings, Timken Front Axle, Gemmer Steering Gear, Eise-man Magneto, Stromberg Carburetor, Covert Transmission, Borg & Beck Clutch, etc. Gas Headlights, Hubodometer and other accessories furnished as standard equipment.





(The first two G.V. Electric Vans bought by this busy concern)

More G.V. Re-orders from Brooklyn

THERE is hardly a storage warehouse of note in Greater New York which does not own one or more G.V. Electric Vans.

The reason for this is plain. The high-grade Electric van is superior to both horses and gasoline trucks for city use. We could elaborate that statement indefinitely but why do so? We have a special bulletin for van owners.

The Brooklyn Warehouse & Storage Company has just honored us with their third re-order. This time for two 2-tonners. G.V. users since March, 1913. We will make a very important announcement of additional G.V. sales in our next advertisement.

The warehousemen who have adopted the G.V. are not throwing good money after bad. The Electric simply **must** increase in our cities. It is not a question of locality, climate or trade. For instance:

G.V. Electrics move ice in Panama, distilled water in Manila, tobacco in Havana, cheese in Denmark, wool in Australia and gold in South Africa—we mention a few widely scattered installations.

They haul jewelry, junk, plate glass, sawdust, gasoline, molasses in tanks, city refuse, butter and eggs, and so on.

Wouldn't it pay you to find out **why** shrewd men buy G.V. Electrics? Particularly so as nearly every G.V. in service is working in competition with gasoline trucks or has displaced them.

Bulletin 127, telling you about G.V. Vans, mailed on request.

GENERAL VEHICLE COMPANY, Inc.

General Office and Factory, Long Island City, New York

NEW YORK

CHICAGO

BOSTON

PHILADELPHIA

